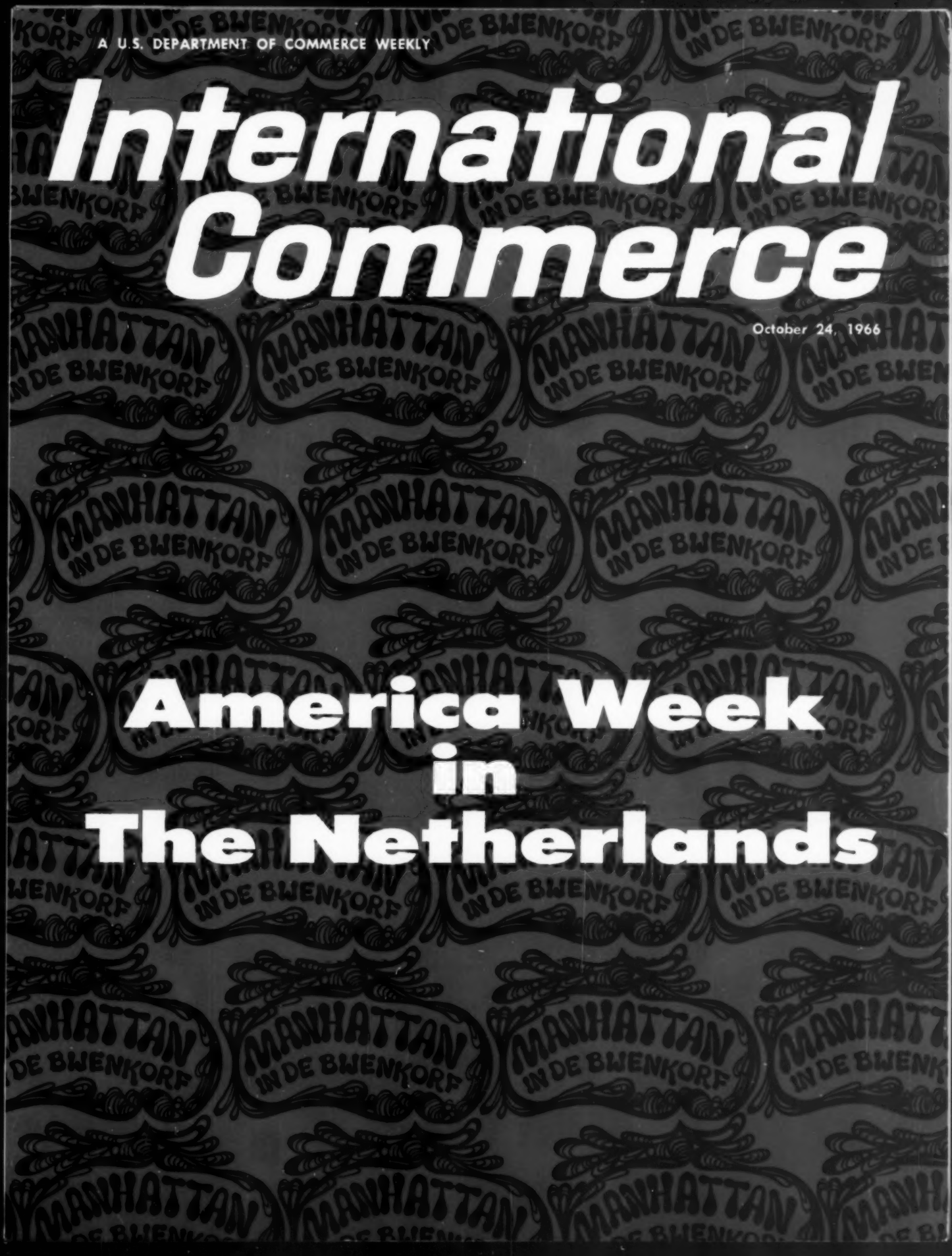
A U.S. DEPARTMENT OF COMMERCE WEEKLY

# International Commerce

October 24, 1966




## America Week in The Netherlands

# International Trade Winds Newsletter

## Company News

COPPER—Phelps Dodge International Co., New York, has expanded its manufacturing and marketing operations to Argentina, by acquiring an interest in Cimet Sociedad Anonima Comercial e Industrial. Cimet is Argentina's second largest insulated wire and cable manufacturer, with headquarters in Buenos Aires. Plans call for a new 65,000 square foot plant to handle Phelps Dodge products. The Argentine firm is Phelps Dodge's fourteenth overseas affiliate.

DATA PROCESSING—IBM Italy, a subsidiary of IBM World Trade Corp., New York, has dedicated a new plant covering 325,000 square feet in Vimercate, Italy. The new factory will produce IBM System/360 computers for the Italian market area and for export to all parts of the world.

WELDING EQUIPMENT—The National Cylinder Gas Division of Chemetron Corp., Chicago, has received an order from the National Railways of Mexico for a mobile unit that electrically welds rails into continuous lengths. The welder and auxiliary equipment for feeding rails into the unit are scheduled for delivery later this month.

STRUCTURAL ENGINEERING—Butler Manufacturing Co., Kansas City, Mo., has selected Kirkcaldy, Scotland, as the site for the firm's first overseas manufacturing plant to produce components for pre-engineered metal buildings. Butler's British subsidiary will begin construction on the 40,000 square foot plant shortly, with production scheduled to begin in April, 1967. The new facility's products will be sold in the United Kingdom and Europe.

COMMUNICATIONS—Standard Electrica, S.A., a Brazilian subsidiary of International Telephone and Telegraph Corp., New York, has been awarded the first phase of an overall contract for 22,700 new telephone subscriber lines in the state of Guanabara, Brazil. The contract will bring the total number of lines supplied by ITT to the Brazilian telephone firm of Companhia Estadual de Guanabara to 36,700.

Would you believe $2.00 ... for a report on the organization, sales territory, size, volume, financing and reputation of a foreign company you're interested in dealing with? Believe it or not that's what a World Trade Directory Report does for you, anywhere in the world. World Trade Opportunities Section tells where to send your order.

First American scientific society to sponsor a U.S. Commercial Exhibition is the American Vacuum Society. April show in London will be first scientific symposium in any Trade Center and will be the first of a new series of U.S. technical exhibits organized within a technical discipline.

Ever wanted a complete set of those Market Profiles you see accompanying each announcement of a Trade Mission? All yours now, five volumes covering 113 countries, for 75 cents. Write to the Superintendent of Documents, Washington, D.C. Order OBR numbers 66-55, 66-47, 66-37, 66-36 and 66-35.

America Week in 233 Prisunic neighborhood stores throughout France resulted in sales of $740,-000 in U.S. products last April according to the final report from Embassy Paris. Foodstuffs, 41%; Clothing, 32%; Novelties, 27%.

Allis-Chalmers has lent the Peruvian Government six-and-a-half million dollars in cash and equipment, none of which is guaranteed by U.S. agencies. The annual rate of interest 8.5% to start on the date of shipment of the equipment and on the date of deposit of cash in a Peruvian bank. Initial payments start 18 months after the transaction to be repaid in 5 years. The government will issue a series of notes in favor of the company.

Scandinavian Airlines in its latest business travel folder promotes the U.S. Trade Center in Stockholm with a special message by SAS President Tore H. Nilert. Accompanying sales letter lists the Fall shows.

A group traveling overseas for 210 years over 4 million miles sounds like a TV fantasy but it's the combined experience of Western Reserve University's Export Trade Workshop faculty--and they say they're not even tired. Season's courses start March 15, 1967 in Cleveland, for the 2nd year. Are there similar opportunities to learn the export business in your city?

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

John T. Connor
*Secretary*

Alexander B. Trowbridge
*Assistant Secretary for Domestic and International Business*

Lawrence A. Fox
*Director, Bureau of International Commerce*

Clarence M. Zens
*Managing Editor*

America A. W. Favale
*Director of Graphics*

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must submit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to any U.S. Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

All subscription inquiries and address changes should be directed to the Superintendent of Documents at the above address. This is the central distribution agency for all U.S. Government periodicals.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

## the cover

Colorful wrapping paper was used for all items purchased in the specialized "boutiques" set up to display American products at the latest in the continuing series of "America Weeks" promotions. The sale at Amsterdam, the Hague, and Rotterdam stores of the Dutch De Bijenkorf chain was extremely successful, according to store officials. U.S. merchandise on sale covered the consumer goods field from cosmetics to gift items, as described in the photo feature starting on page 10.

# International Commerce

*Published by* BUREAU OF INTERNATIONAL COMMERCE

October 24, 1966 Volume 72, Number 43

**FEATURES**

2 **Asian Development Bank sets goals for future regional projects**
5 World Bank accords on international investment disputes are put into effect
6 **Piggyback program marks first anniversary of export promotion**
8 Fabric manufacturer, pen company are latest recipients of exporting awards

**TRADE FAIRS AND CENTERS**

10 Latest "America Weeks" exhibition features consumer goods in the Netherlands
12 Largest department store chain in Belgium plans 1967 "America Weeks" sale

**WORLDWIDE BUSINESS OUTLOOK**

13 Honduras makes healthy gains in remedying lack of industrial facilities
16 **Ireland continues current attack on balance of payments problems**
17 Annual LAFTA meetings not expected to produce significant trade accords

**FOREIGN GOVERNMENT ACTIONS**

18 Austria raises import duty rates on many industrial and consumer commodities

**U.S. GOVERNMENT ACTIONS**

21 Commerce suspends export privileges of Japanese, Malaysian companies

**INVESTMENT OPPORTUNITIES**

22 Brazilian real estate company seeks U.S. partner for housing project venture

**WORLD TRADE OPPORTUNITIES**

24 Malaysia asks asbestos bids
24 Sales leads for exporters
31 Sales representation
33 Leads for importers
34 Visiting buyers and officials
35 Future construction

**NEW BOOKS AND REPORTS**

36 Series published on international economics, politics, and development

PROMISING NEW INSTITUTION

# Bank buoys Asia's hopes

## President meets with Asian leaders to help set goals for regional development bank

"This is an economic Magna Carta . . . this Bank is a symbol that the twain have met, not as Kipling predicted, 'At God's great judgment seat,' but at the place of men's shared needs."

The author of this ringing endorsement of the Asian Development Bank, President Lyndon B. Johnson, is sitting down today with Asian leaders in the Bank's headquarters city of Manila. They will discuss, among other things, ways to funnel the winds of economic change which are blowing out of Asia into more productive channels.

This Bank, which legally came into existence on August 22 when Canada became the fifteenth country to ratify the agreement establishing its Charter, is more than just a symbol, however.

Above all, it is an Asian institution —conceived by Asians, organized by Asians, largely financed by Asians, whose first president is an Asian. As such, it is uniquely qualified to:

- Bring an explicitly Asian viewpoint to bear on the problems of complementary growth in the region.
- Satisfy the widespread desire among countries of the region for an institution attuned specifically to Asian economic needs.
- Promote the peaceful cooperation which is Asia's most pressing need.
- Serve as a nucleus around which broader forms of economic and possibly political cooperation could grow.
- Elicit significant amounts of capital from the Asian countries themselves for use elsewhere in Asia, with the responsibility for sound fiscal operations.
- Stimulate a flow of public and private capital into Asia from outside the region.
- Provide an administrative channel through which Governments interested in national and regional development in Asia could make potentially large sums available for special purposes or on special terms.

Nineteen of the member nations are from the Asian region; the U.S. is one of 13 non-regional nations which have joined the new venture.

The Bank's loans will be generally limited to procurement in member countries of goods and services produced in member countries.

It is expected that the Bank's hard loan operations will normally take the form of direct loans from capital funds or funds borrowed in private markets, on terms similar to those of World Bank loans to developing countries, which are presently made on terms of 5½%.

The articles do not specify any particular types of development projects for emphasis in the Bank's lending operations. Loans may be expected for the usual infrastructure projects such as roads, ports, power and the like, for agricultural projects such as irrigation systems and agricultural credit institutions, and for private enterprise activities in manufacturing and service industries.

Ordinary loans would cover the foreign exchange costs of specific projects. Under certain circumstances, the Bank may provide financing for a reasonable portion of the local costs involved. In addition to its direct loans for particular projects, the Bank could also lend to national development banks which would sublend for smaller projects.

The Asian Bank will not have the subscribed resources to replace any significant portion of current U.S. programs, nor is there reason to expect that its pattern of financing will necessarily reflect the same country emphasis which U.S. programs now have.

Nevertheless, the Bank can be ex-

### Signatory Nations of ADB Charter

**Regional members**

| Country | Subscription (millions) |
|---|---|
| *Afghanistan | $ 4.78 |
| *Australia | 85 |
| Cambodia | 3.5 |
| Ceylon | 8.52 |
| *China | 16 |
| *India | 93 |
| Iran | 60 |
| *Japan | 200 |
| *Korea | 30 |
| *Laos | .42 |
| *Malaysia | 20 |
| *Nepal | 2.16 |
| New Zealand | 22.56 |
| *Pakistan | 32 |
| *Philippines | 35 |
| Singapore | 5.0 |
| *South Viet Nam | 12 |
| *Thailand | 20 |
| *Western Samoa | .06 |
| Total | $650 |

**Non-regional members**

| | |
|---|---|
| Austria | $ 5 |
| *Belgium | 5 |
| *Canada | 25 |
| *Denmark | 5 |
| *Finland | 5 |
| *Germany | 34 |
| Italy | 20 |
| *Netherlands | 11 |
| *Norway | 5 |
| Sweden | 5 |
| Switzerland | 5 |
| *United Kingdom | 30 |
| *United States | 200 |
| Total | $355 |
| **Grand Total** | **$1,005** |

*One of 24 ratifying members as of September 26, 1966.

pected to complement U.S. programs in a number of important ways: through lending in conjunction with the United States and other donors for projects too large for any single donor to finance; through furnishing technical assistance which will improve the effectiveness with which U.S. and other external assistance is utilized; through financing of surveys and assistance in project formulation which will provide the Agency for International Development and other bilateral lenders with a better basis for assistance decisions; through eliciting contributions to its own capital; and through serving as a coordinating mechanism for numerous bilateral programs in particular countries.

In addition to increasing the effectiveness of aid, these functions would help to spread the aid burden more widely.

## UN members eligible

The Bank is open to membership by other regional countries and non-regional developed countries which are members of the United Nations or of any of its specialized agencies. The subscription of a new member will be fixed by the Governors at the time of admission.

Subscriptions to the Bank's capital stock presently amount to $1.005 billion. Regional members have subscribed $650 million, while non-regional members subscribed $355 million. Thus the subscriptions to date have already exceeded the Bank's original goal of $1 billion.

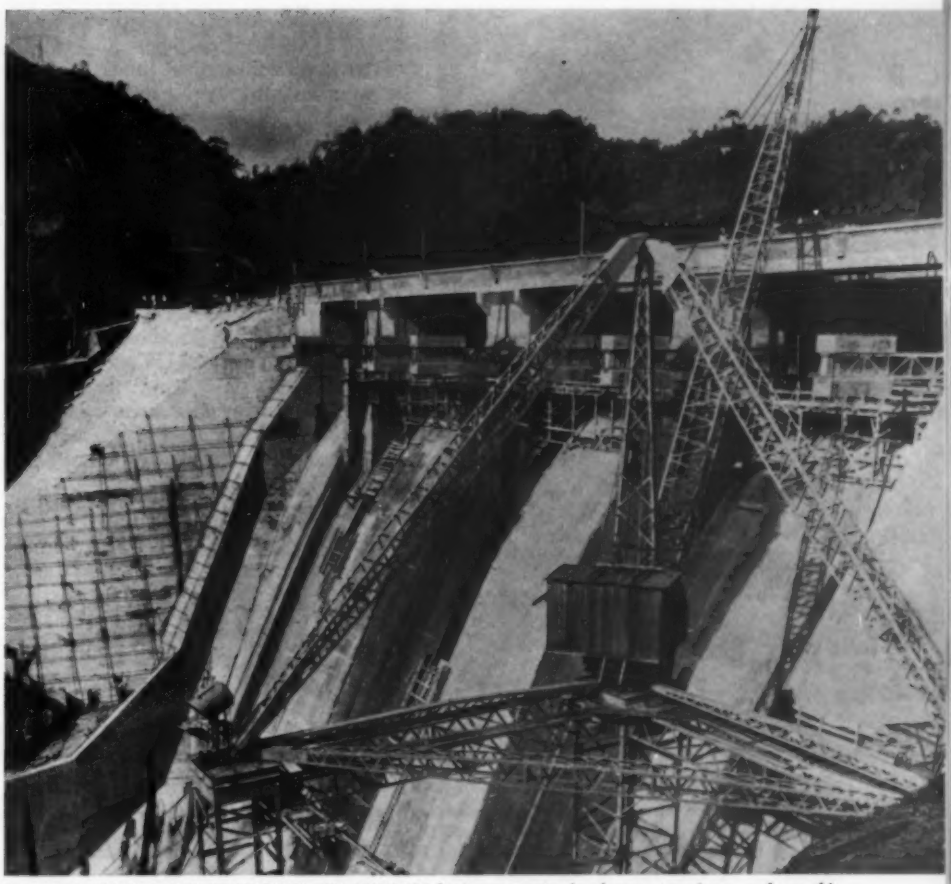
The United States and Japan, each with subscriptions of $200 million, are the largest subscribers to the Bank's capital. Each member country subscription consists of equal parts of paid-in shares and callable shares.

Half of the paid-in subscription is to be in gold or convertible currency, and half in the national currency of the country concerned. No country may restrict the use of its gold or convertible country subscription.

However, a developing country may limit its national currency contribution to payment for the procurement of goods and services produced in its territory.

A similar provision is accorded to a regional developed country, if its exports of industrial products are not a substantial portion of total exports and it is therefore not in a position to compete effectively for Bank-financed business. Only Australia and New Zealand will be in a position to take advantage of this latter provision.

The callable capital stock would be subscribed at the time of the first installment on paid-in capital. The function of the callable capital in the Asian Development Bank is the same as in the World Bank and the IDB: to provide a backing against which the Bank could sell bonds in the capital markets of the world. Payments would be made on callable capital only if it became necessary to call these shares in order to make good on borrowings by the Bank or on guarantees it had issued.



THE NEW ASIAN BANK IS EXPECTED TO FINANCE basic economic development projects, such as this dam in Thailand, which was largely constructed with the aid of a World Bank loan.

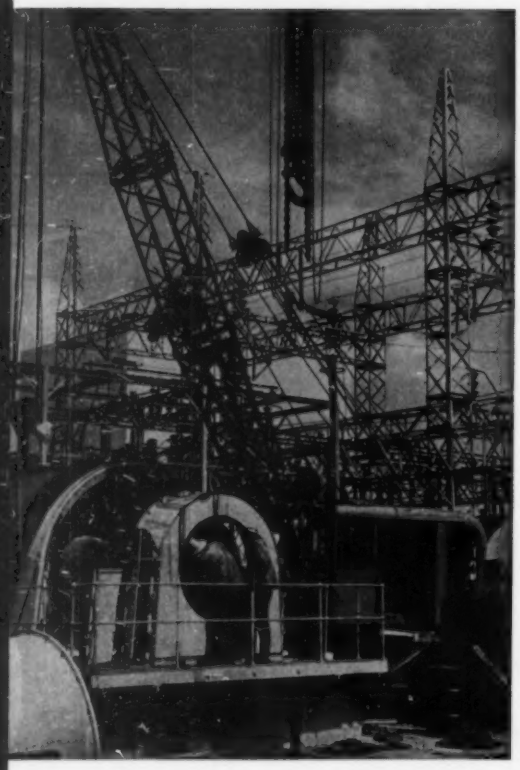
For the United States therefore, only $100 million is scheduled to be paid in, and $100 million will remain callable. Five payments of $20 million each are due on the paid-in portion, the first at the outset and the remaining four at approximately annual intervals thereafter. Further, of the amounts to be paid in, only one-half—amounting to $10 million per installment or $50 million in the aggregate—need be paid in cash. The remaining $10 million of each installment may be made in promissory notes or other obligations.

The $100 million U.S. callable capital subscription must be made at the time of the first paid-in installment. However, it represents only a contingent liability on the part of the United States. Similar callable subscriptions in the World Bank and the Inter-American Development Bank have been on the books for 20 years with little prospect of being called.

The Treasury Department expects the initial impact of the U.S. subscription to the Asian Bank on the balance of payments to be minimal at most, since the portion which enters the balance of payments accounts in the first year amounts to only 5% of the total, or $10 million.

## Strong U.S. position

There is reason to believe, however, that some or all of even this minimal short-term balance of payments effects will be offset, since procurement with Bank funds will be limited to member nations and will be used principally to finance capital goods imports, of which the U.S. is a major supplier. The U.S. enjoys a strong competitive position in many countries in which the bulk of



IMPORTS FOR BANK-FINANCED PROJECTS will have to be procured from nations which have joined the bank. The U.S. is in a good position to supply many of the products that are expected to be needed for facilities such as this World Bank-financed power plant in the Philippines.

Bank financing is expected to take place.

The Bank's articles also allow it to establish Special Funds by earmarking up to 10% of its paid-in capital for that purpose. These funds can be used to guarantee or make "soft" loans of high developmental priority. Any U.S. funds supplied to the Bank as special funds over and above our capital subscriptions could, in accordance with the Articles of Agreement, be explicity tied to procurement of U.S. goods.

The Bank's articles also allow it to establish special funds that can be used to guarantee or make "soft" loans of high developmental priority.

### Tied procurement

Any U.S. funds supplied to the Bank as special funds over and above our capital subscriptions could, in accordance with the Articles of Agreement, be explicitly tied to procurement of U.S. goods.

Other possible operations include investments by the Bank in equity capital of institutions or enterprises, and the guarantee of loans for economic development in which the Bank participates.

The Bank's subscribed funds may also be supplemented by borrowings against the backing of its callable capital. No borrowing may take place in the territory of a member or in the currency of a member, however, without the prior approval of that member.

### Must spread borrowing

It is not expected that the Bank will be in a position in its early years to obtain funds in significant amounts from private capital markets. When the Bank does commence borrowing, the Articles require it to spread its borrowing equitably among the various financial markets, avoiding undue concentration on any one financial center.

Like the other multilateral development financing institutions of which the United States is a member, the Asian Development Bank embodies the broad principle that voting strength is related to size of subscription.

Twenty per cent of total votes—so-called "basic votes"—would be distributed equally among the membership, and the remaining 80% would be distributed in proportion to the nations' financial subscriptions.

On this basis, the United States share of total voting strength would be approximately 16%. Ordinary voting in both the Board of Governors and the Board of Directors would be on a majority basis. On specified major matters, however, the Articles require qualified majorities of two-thirds or three-fourths of total votes.

Though serving as chairman of the Board of Directors, the Bank President will vote only to break ties.

# As regional Bank comes into being, other Asian dreams near reality

## Institute would apply technology to area's needs; Agricultural development conference may meet this fall

Asia's new climate of economic hope is stirring initiatives in several directions, in addition to the gigantic stride represented by the Asian Development Bank.

There are proposals for an Asian Institute of Technology, and other regional centers for the development and teaching of advanced knowledge in such subjects as tropical medicine, agricultural research, science and language teaching. These prospects were considered by more than 100 specialists from Asian countries meeting in Kuala Lumpur at the end of July.

The Mekong Development Committee's dreams are advancing to reality. It recently set up a professional staff at Bangkok, and it is actively promoting and coordinating the planning of water resources development projects in the Lower Mekong River Basin.

### Hydroelectric project

The most recent step in this direction was the Nam Ngum Development Fund to finance a hydroelectric project, for which the United States put up 50% of the funds, joined by seven other countries.

The Governors of the Central Banks of Ceylon, Laos, Malaysia, the Philippines, South Vietnam and Thailand have begun to meet together to discuss economic and social development, monetary policy, and regional cooperation, as well as the operations of the Asian Development Bank.

Only a few months ago, at the initiative of the Japanese Government, high level representatives of all the free countries of Southeast Asia sat down together in Tokyo to discuss their economic development from a regional point of view.

### Cargo of hope

This meeting led to a project carrying an immense cargo of hope: the decision to convene a Southeast Asia Agricultural Development Conference, perhaps as early as this autumn.

This might result in another historic first for Asia: an Agricultural Development Fund to operate in conjunction with the Asian Development Bank.

In June of this year Japan, the Republic of China, Australia, Thailand, South Vietnam, the Philippines, Malaysia, New Zealand, Korea and Laos met in Korea and agreed to establish an Asian and Pacific Council.

# Convention on settling international investment disputes takes effect

## United States is one of 20 original states to ratify accord; International Center will provide facilities to settle disputes

The Convention on the Settlement of Investment Disputes between States and Nationals of Other States entered into force on Oct. 14, the World Bank has announced. The Convention, sponsored by the World Bank, was submitted to its member governments for signature and ratification on March 18, 1965.

It was to enter into force 30 days after the deposit of the twentieth instrument of ratification, which took place on September 14, 1966.

The Convention, which is open for signature to all member governments of the World Bank, establishes an International Center for Settlement of Investment Disputes as an autonomous international institution under the auspices of the World Bank.

The governing body of this Center will be an Administrative Council consisting of one representative of each state which is a party to the Convention. The President of the World Bank will be Chairman of the Council.

Among the first tasks of the Administrative Council will be election of a Secretary-General, who will be the principal officer of the Center, and to establish rules for the institution and conduct of arbitration and conciliation proceedings. The first meeting of the Administrative Council will probably be convened within a few months.

The Center will provide facilities by which contracting states and foreign investors which are nationals of other contracting states could settle investment disputes on a voluntary basis, in accordance with rules laid down in the convention.

### Method is optional

The method of settlement might be conciliation or arbitration, or conciliation followed by arbitration in case the conciliation effort should fail.

The initiative for such proceedings could come from a nation as well as from an investor.

The Center will not itself act as conciliator or arbitrator, but will maintain panels of specially qualified persons from which conciliators and arbitrators can be selected. Each contracting state may designate four persons to each Panel. The Chairman of the Administrative Council will designate 10 persons to each Panel.

Recourse to conciliation or arbitration under the auspices of the Center is entirely voluntary, and no contracting state is bound to make use of the facilities of the Center.

However, under the provisions of the Convention, once a state and a foreign investor have agreed to use the Center's facilities they are required to carry out their agreement, to give due consideration to the recommendations of a conciliator and to comply with an arbitral award.

In addition, all contracting states, whether or not parties to the dispute, are required to recognize arbitral awards rendered in accordance with the Convention as binding, and to enforce in their courts the pecuniary obligations which they impose.

The first 20 states to become parties to the Convention are: Central African Republic, Congo (Brazzaville), Chad, Dahomey, Gabon, Ghana, Iceland, Ivory Coast, Jamaica, Malagasy Republic, Malawi, Malaysia, Mauritania, Netherlands, Nigeria, Sierra Leone, Tunisia, Uganda, United States and Upper Volta.

# Building official says U.S. contractors can put up plants in Eastern Europe

## Engineering Institute hears prospects for plant construction evaluated; keynote speaker proposes commission to boost overseas activities

U.S. firms which design and build industrial process plants can conduct profitable operations in the Soviet Bloc nations of Eastern Europe, according to Marvin Marcus, a representative of the National Constructors Association.

Addressing the Third Institute for International Engineering at Boulder, Colorado recently, Mr. Marcus said that the Eastern Europeans will insist on up-to-date U.S.-developed processes and that suitable credit arrangements will have to be made to meet competition from other suppliers.

He said that France, England, Italy, West Germany and Japan are making long-term financial arrangements for Eastern Europe, usually over a 12-15 year credit period. He added, however, that if an Eastern European country really needs a particular industrial process or product, they will buy the plant, including design, process equipment and construction supervision, on a cash basis.

Most Curtain projects take more than two years to the contract award stage, according to Mr. Marcus, although there have been rare exceptions involving modern process stages that are urgently needed as part of a large chemical complex.

He cautioned against seeking contracts for plants that can be supplied by a number of contractors and to avoid becoming involved in a negotiation against large numbers of European or Japanese contracting companies.

There are occasions, however, such as terylene or acetic acid or certain petroleum operations, where East European countries cannot find a large number of contractors able or willing to bid, and it is here that U.S. firms would have more opportunity to obtain satisfactory contract prices and contract conditions, Mr. Marcus said.

### Joint commission urged

The Institute also heard keynoter Eugene B. Waggoner call for a joint commission of private engineers and government agencies to study the roles of each in overseas engineering. Mr. Waggoner, who is president of the Consulting Engineers Council (CEC) of the USA, said that such a commission should study ways of reducing overseas competition between private and federal engineers, and actively assist in increasing foreign assignments for consulting engineers, to help ease the U.S. balance of payments problem.

The biennial Institute is sponsored by the University of Colorado, in cooperation with the U.S. Department of Commerce and the Consulting Engineers Council.

# Hitch-hiking to profits

## Most participants endorse 'Piggyback' Program as it enters second year

Not only is hitch-hiking in international trade legal, but the United States Government actually goes out of its way to promote it.

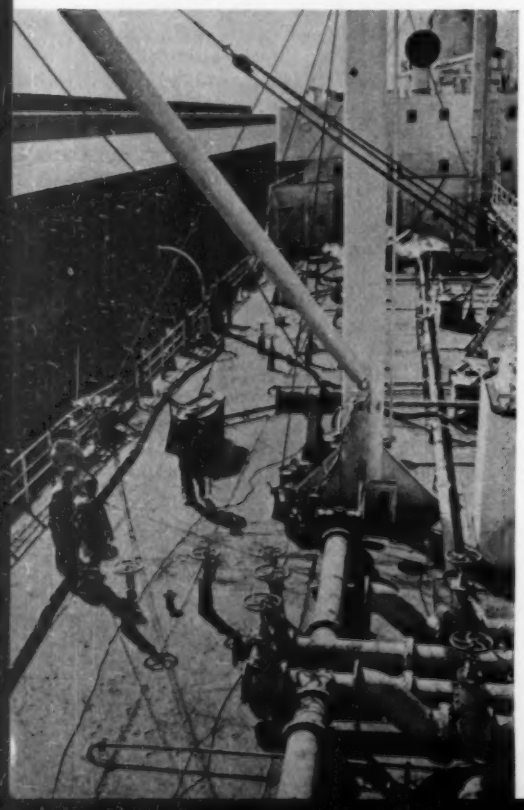
The Commerce Department's "Piggyback" Program, which marks its first anniversary this week, tries to draw U.S. firms into exporting by finding companies that were already active in exporting to distribute their products abroad.

Companies that are not equipped to sell their products abroad themselves arrange with other companies already well established in overseas markets to sell for them. Their products "ride" to market. The experienced exporters "carry" them through their own distribution channels.

The carrier has an opportunity to round out his product line by taking on noncompetitive products made by the rider.

The rider has the benefit of the carrier's export organization, which usually includes facilities for shipping, warehousing, advertising, and marketing.

DIVERSIFYING ITS LINE, Darling & Co., Chicago, added new products for export through the Piggyback Program. Here, inedible tallow, Darling's own principal product, is loaded aboard a tanker. The firm has won an 'E' award for its export activities.



The carrier may market the rider's products on a commission basis or buy them outright for resale. The cooperating companies work out their arrangements by mutual agreement.

Along with actual manufacturing firms, combination export managers are also listed as carriers under the program.

As of September 15, the Commerce Department had received 739 inquires from prospective riders and 802 offers to act as carriers. A total of 55 "Piggyback" agreements had been concluded; 32 in which carriers handle the riders goods, and 23 in which combination export managers have been signed up to do a firm's exporting.

Approximately 3,000 potential riders have been picked off the American International Traders Index maintained by the Commerce Department, and are being canvassed to see if they are interested in the program.

As might be expected, the results to date have been mixed. Most firms endorse the idea, but several suggest changes in the manner in which it is carried out.

Glenn Benz, Manager for Export Business Development for the Pillsbury Co., is a strong booster of the program. "We're very satisfied with it," he said, "and have had to hire additional staff to handle the business.

"We have 14 riders already, and are running test marketing programs on the products of several others, which might lead to more long term rider agreements."

### Wants more groundwork

Alvin Davis, Export Manager for Aurora Plastics, West Hempstead, L.I., N.Y., likes the basic program, but feels more groundwork is needed to inform rider companies about the advantages of piggyback exporting. "The idea is excellent, and should benefit both the carrier companies and the riders, but the smaller inexperienced companies must be given a better idea of what is expected from them in the way of samples, promotional material and other support."

"We have found agents in England, France, and Sweden for the one company which supplied us with adequate material," Davis continued, "but other firms have sent us only superficial information on their products, and seem unwilling to step wholeheartedly into exporting."

A Long Island manufacturer of aerospace equipment which is interested in signing up some riders says "nothing has resulted yet, but we have a lot of patience. We feel this is something worth waiting for. We've received between ten and twenty catalogues, which we're studying very carefully to determine their suitability and compatibility with our lines."

A Chicago candy firm reports that its exports have increased substantially, "but since we started from a base of zero, this doesn't really mean too much. We've made four or five small sales, but it's a little too early to tell just how much the program helps us."

## Mexican synthetic rubber plant will buy U.S. goods

Hules Mexicanos, S.A. (HUMEX) plans to purchase equipment and services in the U.S. needed for a synthetic rubber plant at Altimira, near the port of Tampico on Mexico's east coast.

Some 74 items of equipment from U.S. suppliers are expected to be purchased. Cooper Industries, Inc. of Canfield, Ohio, will furnish a refrigeration system costing same $569,000.

Humex is a corporation owned 60% by Petroleos Mexicanos and about 40% by Polymer Corp. Ltd., a Canadian corporation.

The plant is expected to start operations early next year and when completed, it will have an annual capacity of about 44,500 metric tons of styrene-butadiene rubber.

A major portion of Humex's output will be used in the manufacture of automobile and truck tires. Polymer Corp. will provide technical assistance to Bufete Industrial Construcciones of Mexico City, which is responsible for design work, procurement services, and construction of the plant.

An Export-Import Bank of Washington loan for $1,275 million has been authorized to HUMEX. The loan will finance purchases of goods and services.

Eximbank's loan, to be guaranteed by Polymer Corp. Ltd., is to be repaid in ten semiannual installments.

# Trade mission works in Ireland, Portugal to spur U.S. sales

## Seven-man group is promoting export of industrial and farm equipment, and investment

A seven-man U.S. Trade Mission, arrived in Dublin Oct. 15 to promote the sale of U.S. industrial and agricultural equipment in Ireland and Portugal through Nov 12.

Sponsored by the Department's Bureau of International Commerce (BIC) the mission will include five business executives specializing in industrial equipment and metalworking machinery; food processing and packaging machinery, poultry and dairy equipment; retail merchandising, and international investment. Two Commerce Department officials will accompany the group.

The businessmen are Wallace E. Carroll, chairman of the board, American Gage & Machinery Co., Chicago; Redington Fiske, consultant, New Canaan, Conn.; E. C. Fogg, III, president, Farm Stores, Miami; Daniel Rosenbaum, president, Sugar Rose Canning Co., Tampa, Fla.; and Charles E. Snell, president, Charles E. Snell & Associates, Portland, Ore.

George T. Elliman, head of the International Liaison staff of the Department's Business and Defense Services Administration (BDSA), is mission director. Samuel J. Cerrato, of BIC's Office of International Trade Promotion, is trade development officer for the mission.

The mission is visiting in Dublin, Cork and other cities in Ireland through Oct. 29, and in Oporto and Lisbon in Portugal, Oct. 30-Nov. 12. The group is calling to the attention of firms in Ireland and Portugal almost 200 specific business proposals submitted by U.S. companies for interested local traders.

Increased investment in industrial and agricultural equipment is anticipated in Ireland, and mission members expect to find a strong market for U.S. capital goods and industrial techniques there.

In Portugal, where trade patterns are being formed which will determine the country's important trading partners in the future, the mission will stress the competitiveness of U.S. products and American businessmen's interest in this market.

# Census Bureau expands, revises foreign trade statistical reports

## Beginning next year, series will be rearranged and several new reports added; details given in 90-page free brochure

Plans for an expanded and rearranged series of statistical reports on U.S. foreign trade beginning in 1967 have been announced by the Commerce Department's Bureau of the Census.

Under the revised publication program, more detailed information, particularly relating to transportation, will be reported for the first time; much information will be reported more promptly than before; and more summary data will be made available. A few reports will be discontinued, a few instituted.

The principal new report to be issued is a monthly which is expected to be widely used by importers, exporters, shipping companies, trade associations, and business editors. Entitled, "Highlights of U.S. Export and Import Trade," the publication will contain about 80 pages of interrelating statistical tables identifying important movements in the trade by commodity, country, U.S. custom region, and method of transportation—bringing these cross-correlations together in one package for the first time.

The new series will be scheduled for release within 30 days after the end of each month; the first report, presenting January statistics, is expected to be released about the end of February.

Census Bureau published reports of foreign trade data fall into two general categories—those containing summary statistics and those containing more detailed data.

### Titles listed

The summary reports, by series number and title, under the revised publication program beginning next year, will be: FT 810, Bunker Oil and Coal Laden in the United States on Vessels Engaged in Foreign Trade; FT 900-I, Total Import Trade; FT 900-E, Total Export Trade; FT 975, Vessel Entrances and Clearances; FT 985, U.S. Waterborne Foreign Trade Statistics; FT 986, U.S. Airborne Foreign Trade, Customs District by Continent; FT 990, Highlights of U.S. Export and Import Trade; and FT 2402, U.S. Gold and Silver Movements.

Detailed reports will be: FT 130, U.S. General Imports of Cotton Manufactures, Country of Origin by Geneva Agreement Category; FT 135, U.S. Imports for Consumption and General Imports, Schedule A Commodity by Country; FT 150, U.S. General Imports, Schedule A Commodity Groupings, Geographic Area, Country, and Method of Transportation; FT 155, U.S. General Imports, Geographic Area, Country, Schedule A Commodity Groupings, and Method of Transportation;

FT 410, U.S. Exports, Schedule B Commodity by Country; FT 450, U.S. Exports, Schedule B Commodity Groupings, Geographic Area, Country, and Method of Transportation; FT 455, U.S. Exports, Geographic Area, Country, Schedule B Commodity Groupings, and Method of Transportation; and FT 800, U.S. Trade With Puerto Rico and United States Possessions.

### Special reports

Special annual reports to be published are: FT 210, U.S. Imports for Consumption and General Imports, SIC-Based Product Classification by Area; FT 610, U.S. Exports of Domestic and Foreign Merchandise, SIC-Based Product Classification, by Area; and FT 246, U.S. Imports for Consumption and General Imports, TSUSA Commodity by Country.

Although many of the titles and series numbers will remain the same under the revised publication program, the content may be changed.

Detailed information concerning the expanded program is presented in a new 90-page brochure, "Guide to Foreign Trade Statistics." Copies are available free from Bureau of the Census, Washington, D.C. 20233 or from Field Offices of the U.S. Department of Commerce in major cities.

Subscription prices for the various series of reports will be announced later.

The Census Bureau also prepares tabulations and reports for public reference use which contain data in greater detail than in the published reports. In addition, the Bureau provides, on a cost-to-subscriber basis, a special service whereby a user may obtain certain information before release of published reports, or in greater detail or different arrangement.

# Herculite Corp., Sheaffer Pen Co. win Presidential export awards with high performance products

## Synthetic covered fabric maker, writing instrument firm set record export marks with exclusive product lines

A pioneer firm in a new area of textile manufacturing and an old established writing instrument company have won Presidential "E" for export excellence awards.

Herculite Protective Fabric Corp., Newark, N.J., and W. A. Sheaffer Pen Co., Ft. Madison, Iowa, both cultivated new export markets by stressing quality and performance in their products and by organizing outstanding foreign sales and distribution networks.

Herculite, established in 1955, is considered a leader in developing new uses for synthetic covered materials for all industrial, defense and maritime fields.

### Herculite pioneers in new field

In the early years of the industry, coated synthetic fabrics were usually considered only as a substitute for cotton duck canvas. Herculite now produces fabrics for use in trucking, agriculture, shipping/packaging, maritime activities, construction, athletics, hospitals, safety, aerospace, and boating.

Seymour Hyman, president of the corporation, describes his firm as technically oriented, and the industry as one which is adapting and reshaping the technology of the textile industry to combine it with the polymer chemical industry.

Two recent results of this marriage are: a new fabric that kills such infectuous bacteria as hospital staph germs; and Marine Color-Guard, a fabric which is fluorescent on one side and green on the other. This product has been accepted by seven maritime countries for use on lifeboats.

Moving into the export market in 1957 with its exclusive products, Herculite's export effort was at first just a part-time function of the company's top level management. As Herculite became more involved in exporting, the corporate structure was reorganized to include a full-time export manager.

In nine years the firm has built its part-time effort into a worldwide marketing network of 19 distributors and 17 sales representatives.

From 1962 to 1964, Herculite export sales increased more than 100%. The increase in relation to total sales rose from 9% to 11%. Of the 32 countries where Herculite products are sold, the principal markets are Portugal, New Zealand, Australia, Italy, Norway, the Netherlands, and Panama.

Before seriously organizing an overseas sales representation and distribution system, the company hired a consulting firm to report on potential markets and the best methods for achieving effective distribution.

On the basis of these reports, Europe, Australia, New Zealand, Central America, the Caribbean area, and Canada were selected as prime targets.

In Europe, sales representatives cover a wide range of industry supplied with Herculite fabrics from distributors in major ports. In Canada, the sales representative works closely with two distributors.

All of the company's marketing facilities, including advertising, product specialists, customer services, credit, production, and laboratory, are charged with servicing overseas markets. Their activities are coordinated through the export sales manager.

Most distributors and sales representatives are companies that became interested in the Herculite line because of its exclusive properties and wide range of applications.

The company also utilizes the Department of Commerce's world trade lists, services of U.S. commercial attaches abroad and trade publications to locate representatives.

### Ready availability of materials

Stocking distributors were established in Canada, several European countries, Australia and New Zealand and in these countries sales showed substantial increases each year because of the ready availability of materials.

Herculite's fabrics are specifically designed for high performance industrial applications and are sold on the basis of quality and cost economies through long product life.

When competition is encountered, a detailed analysis of the competitor's product is made and the local representative is advised as to how such material compares with Herculite fabrics.

The relatively substantial sales to Europe, at prices higher than the locally-made materials, are indicative of cus-

**SHEAFFER HONORS FOREIGN DISTRIBUTORS** who fulfill sales quotas. Twenty nine distributors were given awards for reaching their goals which helped boost Sheaffer's exports in 1964-65 to $3.1 million. Market research and advertising in foreign language media also help Sheaffer's export effort.

THE CAPITOL HILL PRESENTATION of an "E" award to Herculite Corp., Newark, by Sen. Harrison A. Williams, Jr. was attended by two New Jersey Congressmen. Left to right are: Rep. J. G. Minish, Seymour Hyman, president of Herculite, Sen. Williams, and Rep. Peter W. Rodino, Jr. (UPI photo).

tomer preference for high quality, longer wearing cover materials.

Herculite's initiative in pioneering the use of synthetic covered materials and its use of imaginative marketing techniques have expanded the firm's exports and led to the Capitol Hill presentation of an "E" award by Sen. Harrison A. Williams Jr., of New Jersey. Seymour Hyman, president of the corporation, accepted the award at the Old Senate Office Bldg., in Washington, D.C.

## Sheaffer exporting since 1920's

W. A. Sheaffer Pen Co. has consistently increased exports since its entry into exporting during the 1920's. The company has grown so that it now has 1400 employees at its Ft. Madison plant and hundreds more in executive, sales and manufacturing roles in the U.S. and abroad.

Sheaffer operates overseas plants in Argentina, Australia, Brazil, Canada, and England. Its major international markets are led by Venezuela, Hong Kong, England, South Africa, Japan, and Australia.

To measure the success of its overseas sales promotions, Sheaffer in 1964 established yearly quotas for all foreign distributors. By the end of the first year, 29 distributors had reached their sales goals and the firm's 1964-65 exports for Sheaffer rose to 14% of the firm's total sales of $22.7 million.

All markets are visited by top executives at least once a year. The company considers such personal contact with its foreign distributors invaluable since such meetings lead to first hand information about a variety of marketing problems.

A regional director is in charge of dealing exclusively with Spanish speaking clients and advertisements are placed in Spanish language editions of the Reader's Digest and other magazines as well as in local media.

Sheaffer's emphasis on dealing with its clients in their national languages is also indicated by its use of language courses offered by the American Institute of Foreign Trade.

Two executives recently completed a six-week course in Spanish and other executives are expected to take similar courses to help them deal more effectively with foreign clients.

The company has recently designed an entire new line of writing instruments solely for the export market. This new line caters to tastes in styling encountered in the firm's international markets.

To assure outstanding customer service, distributors are required to maintain a service station to repair Sheaffer pens. A complete service manual is provided illustrating the various parts, prices and nomenclature. Special prices are applied to used parts in exchange for new parts.

Only parts of the repair manual are now printed in Spanish but a complete Spanish sales and service manual is being planned.

New distributors, or any representative traveling to the U.S., are encouraged to visit Ft. Madison for information about operations and for service training. When it is impossible for a distributor to have repair training in the U.S., he is encouraged to train at a service station in a neighboring area.

To give Sheaffer customers the fastest possible service, the firm uses a leased trucking service to New York. Freight shipments leave Ft. Madison by truck each Friday night and are delivered at 8 a.m. the following Monday to a pier or a distributing warehouse.

Delivery is especially important to meet expiration dates of import licenses, letters of credit, etc. and the firm at times utilizes company airplanes on urgent air freight shipments to meet flights out of Chicago. It also maintains a complete export shipping department at Ft. Madison.

Writing instruments being gift items require supplying attractive gift boxes of metal, plastic or cardboard without charge. Special export gift boxes are available for merchandise to cater to international needs which differ from domestic gift boxes.

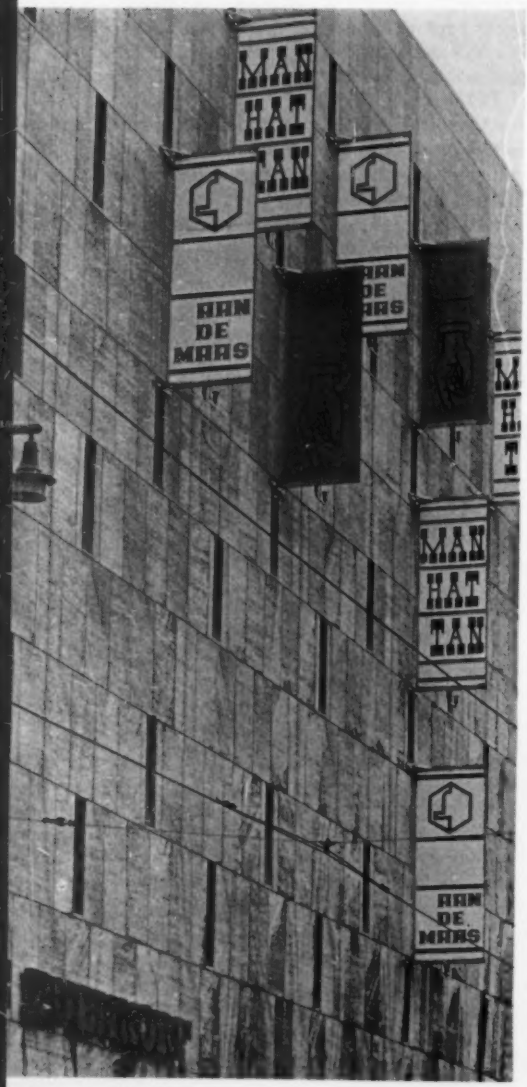
In some markets, gift boxes shipped separately are assessed prohibitive duties. In these cases the merchandise is packed in gift boxes and they are considered packing and are imported without duty. The firm can thus keep the landed cost of its products in a competitive position.

Sheaffer also utilizes a separate export shipping department to wrap merchandise in water repellent paper and cardboard boxes. Container service on ocean freight shipments is used when possible to reduce shipping expenses and pilferage susceptibility.

Extensive travel by top executives, market research and testing, special packaging, fast delivery and local service have all added up to Sheaffer Co. winning a Presidential "E" award.

The award was presented to the firm's president, John A. Keenan, by Assistant to the Secretary of Commerce Lawrence C. McQuade. The ceremony at Ft. Madison was attended by Sheaffer employees and officers.

CUSTOMERS VIEW AMERICAN GOODS from automobiles to cosmetics on display at the De Bijenkorf store in the heart of Rotterdam (above). Signs outside Rotterdam store advertise the "America Weeks" displays inside, and announce the show theme, "Manhattan in De Bijenkorf."




# Dutch store features U.S.

## Latest 'America Week' sale spotlights consumer theme

Will Rembrandt's home town buy the works of a modern U.S. artist? Can U.S. culture be exported in quantity—and sold through department stores abroad?

A Dutch department store chain said "ja" to the first and the Department of Commerce said "yes" to the second—and the result of their agreement was a full-scale art-for-everyone campaign as part of an "America Weeks" sale of $350,000 worth of U.S.-made consumer goods in Amsterdam, Rotterdam and the Hague, Oct. 1-15.

Color lithographs by U.S. artist Jack Perlmutter were exhibited for sale in all three cities by the De Bijenkorf chain of department stores, sponsor of the promotion.

Perlmutter, head of the Department of Graphics of the Corcoran School of Art, in Washington, D.C., is a printmaker and art teacher as well as a contemporary artist. He has shown his works in hundreds of national and international exhibits, and his paintings and prints are in the permanent collections of more than 50 museums and galleries.

Nearly 1,000 U.S. items new to the Netherlands market were introduced during the promotion, with the emphasis on the latest in modern American products. The theme of the sale, "Manhattan in De Bijenkorf," was repeated in exhibit decorations and in advertisments in local newspapers.

De Bijenkorf purchased a wide variety of U.S. consumer goods—wearing apparel and accessories, small appliances, kitchen gadgets, cosmetics, stationery, textiles, notions, umbrellas, food and wines—for sale during its "America Weeks" campaign.

The promotion was launched with a "gala" at the Amsterdam Hilton Hotel Sept. 30. Guests were greeted by head waiters in Uncle Sam costumes and were served bourbon cocktails by costumed "Kentucky Colonels." "Cowboys" served prime rib appetizers and "Indians" passed barbecued spareribs, while hula girls distributed Hawaiian pineapple and "Southern Belles" offered fried chicken.

U.S. Ambassador William R. Tyler presented an original lithograph by Perlmutter to Hugo Isaac, managing director of the store chain, at the banquet. Between courses, the guests were shown the latest in American fashions, and a Hawaiian dance show.

The U.S. fashion industry cooperated with Commerce to prepare a style show of 50 complete outfits, with coordinated accessories from the fall collections of leading American designers. The show, featuring American models, was staged in all three De Bijenkorf stores. Another customer attraction in all the stores was appearances by a Hawaiian troupe performing ritual dances in tradítional costumes and singing native songs.

The campaign featured distribution of

"MANHATTANIA" BOUTIQUE (above left) was typical of the specialty shop style grouping of U.S. merchandise. Personal and gift articles were popular here. Colorful scarves (above right) drew extensive customer attention in the clothing department on the ground floor of the Amsterdam store.

# merchandise

## Manhattan in De Bijenkorf

thousands of Hawaiian orchids to De Bijenkorf shoppers; Dutch television network showings of "A Visit to Washington with Mrs. Lyndon B. Johnson," and the Walt Disney production, "El Bandido;" and space exhibits from the National Aeronautics and Space Administration.

By the close of the third day of the sale, De Bijenkorf general manager Jacques Polak voiced his enthusiasm about the sale: "I believe many items presented here for the first time will be re-ordered as regular inventory." Hugo Isaac added his opinion of the American-Dutch cooperation for the event, "Together we are doing something that neither of us could have done so well alone."

"America Weeks" sales are staged by the overseas retailer and are aimed directly at the consumer. On behalf of U.S. manufacturers, Commerce began supporting these sales last March by helping Galeries Lafayette, a major department store in Paris, to obtain the New York World's Fair feature, "Treasures of the West," for an "America Weeks" promotion of U.S. consumer goods.

The De Bijenkorf promotion is one of four "America Weeks" campaigns in overseas department stores this fall. They will offer about $2.1 million worth of U.S. furniture and consumer goods in 56 stores in England, Germany and The Netherlands.

U.S. AMBASSADOR TO THE NETHERLANDS William R. Tyler (above right) presents an original lithograph by American artist Jack Perlmutter to De Bijenkorf managing director Hugo Isaac at the dinner which opened the promotion in Holland. Fashion show (below) showed dinner guests the latest in U.S. designs worn by six leading New York models, who had been flown in especially for the occasion.

# Belgian store will hold 'America Weeks' sale of clothing, food, and other U.S. products

**Grands Magasins a L'Innovation buyers will seek typical American products for promotions in five stores in Brussels, Antwerp, Liege, and Ghent**

The latest in the continuing series of "America Weeks" sales promotions to reach the active planning stage will be held next May 5-28, at several branches of the largest store in Belgium, Grands Magasins a l'Innovation. The department store will be continuing a ten-year practice of holding special sales of U.S.-made goods.

Innovation was one of the pioneers of the "America Weeks" program, sponsoring important displays of American merchandise in 1956, 1957, and again in 1962.

Included in the chain are 14 department stores throughout Belgium, with an annual sales volume in excess of $66 million.

Innovation is also part owner of the PRIBA chain of low-priced variety stores.

The 1967 "America Weeks" sales will be held in at least five Innovation stores —two in Brussels, and one each in Antwerp, Liege, and Ghent. The promotion may also be extended to other stores before May.

Innovation's preliminary plans call for purchases in the U.S. of about $300,000 in merchandise for the promotion. Additional purchases will also be made to augment Innovation's regularly-stocked U.S. items.

### Extensive purchases planned

The store's shopping list when its buyers visit this country this fall and next spring is extensive, and is intended to provide the store with a representative selection of goods with the "Made in U.S.A." label.

Ladies', men's, and children's ready-to-wear garments will be among the largest product categories sought for the sale. Sportswear and underwear, including beach articles, will also be presented. Household articles of all kind, such as fabrics, notions, white goods, furniture, furnishings, electrical appliances, and "gadgets" are also among the items to be bought by the store's representatives. Personal items, drugs and cosmetics, jewelry, stationery, and paper products are also on the list, which is still open for further additions.

In addition, the store plans to buy specialty food products for a separate "gourmet shop" featuring typically American delicacies. Plans are also being discussed to feature broader lines of U.S. food products in two supermarkets owned by the parent store, as well as in the PRIBA chain.

Co-operation and promotional support for the food displays is anticipated from the U.S. Department of Agriculture.

Another specialty exhibit will be devoted to outdoor living, featuring sporting goods and home gardening and leisure items. In all exhibit categories, the store emphasizes its intention to seek the newest and most unique items.

### Modern theme

The theme for the promotion has not been finally decided yet, but it will emphasize modern America and the newest in U.S. products. The store plans to decorate its branches in the manner of American department stores, with flags and photo-murals depicting scenes of the U.S. countryside.

Store windows will be dedicated to displays of American goods and promotional material. Up to 18 windows in the store on the rue Neuve in Brussels will front on the street with the heaviest pedestrian traffic in the country.

Inside each store, American products will be grouped in small "boutiques," each decorated to accent the particular type of merchandise within.

The Department of Commerce will provide promotional and decorative material for the sale. The U.S. Travel Service is being asked to provide posters of U.S. scenes, and to run a "Visit USA" promotion during the sale.

U.S. firms interested in having their products included in the upcoming "America Weeks" sale at Innovation may contact either of two U.S. buying agents for the chain. Eastern companies should write: Kirby Block & Co., Inc., 393 Seventh Ave., New York, N.Y. 10001. Western companies may write: Jane Taylor International, 208 West Eighth St., Los Angeles, Calif. 90014.

## German Catering Exhibition goes international in 1967

The first international edition of the German Catering Exhibition is scheduled for April 8-16, 1967, at the fairgrounds in Stuttgart. The fair will be called INTERHOGA '67, and will feature kitchen machinery, china and glassware, food and drink, and specialized catering equipment.

U.S. firms in the trade are encouraged to display their products at the fair, which in its last show in 1965 attracted over 142,000 visitors. More than 450 exhibitors participated in the 1965 show.

Exhibitors from the U.S., Denmark, France, Holland, Switzerland, and Sweden took part in the 1965 show, prompting the move to international status for the exhibition.

**Write:** Rudi Haussmann, Suite 7, 1409 Yonge St., Toronto 7, Ontario, Canada.

## International Leather Fair planned for 1967 in Madras

India's largest leather fair, the annual Madras International Leather Fair, is scheduled for Jan. 31-Feb. 6, 1967, on the grounds of the Central Leather Research Institute in Madras.

Emphasis will be placed this year on attracting overseas suppliers of leather auxiliaries, finishing agents, and leather working machinery adaptable to the needs of the Indian leather industry. U.S. firms are invited to participate, showing their latest products in the field.

The 1966 fair attracted over 150 serious foreign buyers, as well as all important Indian businessmen in the trade, and over $6 million in business was transacted at the fair.

**Write:** Indian Leather Fair Society, c/o Central Leather Research Institute, Adyar, Madras-20, India.

## Spain schedules exhibition of olive-picking machinery

U.S. manufacturers of olive picking machinery are invited to show and demonstrate their equipment at a Spanish Ministry of Agriculture show in the province of Jaen, in south central Spain. The show will take place sometime between Dec. 11, 1966, and Jan. 22, 1967, with the exact dates not yet fixed.

Prizes totaling over $16,000 will be awarded to the best machinery exhibited, and winning machinery is expected to enjoy a profitable market in Spain.

**Write:** Direccion General de Agricultura, Seccion 7. Paseo de la Infanta Isabel No. 1, Madrid 7, Spain.

**CURRENT BUSINESS DEVELOPMENTS IN BRIEF:** The Tobacco Industry Board of **Zambia** plans to build a $5 million tobacco processing and packing plant. The plant will process 36 million pounds of tobacco annually and will be leased to an undisclosed private firm. The plant will allow for complete Zambian production of exportable packaged tobacco and will eliminate reliance on a packing plant in **Malawi** . . . Sales of television set in **Britain** during the first half of 1966 totaled 664 thousand sets. The figure is 12% below sales for the same period last year. Radio sales showed a sharp 22% drop . . . **Yugoslavia** will begin construction next spring on an oil pipeline from Bakar to Sisak on the Danube. Completion of this phase is set for 1968. By 1970, the line will reach the Hungarian border and extensions will serve Bosanski Brod and Pancevo, The pipeline will have an annual capacity of 30 million tons of crude oil and is expected to cost $30 million . . . The **Netherlands** saw a 10.8% increase in January-July imports. Imports hit $4.6 million with the U.S. share totaling $533 million, 28.2% above last year's level. U.S. market share rose to 11.4%, compared with 9.8% in the 1965 period.

# Honduras catching up

## Least industrial Central American nation making healthy economic gains

By ANTHONY WINKLER-PRINS

*Commercial Attache,*
*U.S. Embassy, Tegucigalpa*

According to all indications, Honduras will continue its economic upswing, probably at a yearly rate which will equal or exceed the Alliance for Progress per capita growth goal of 2.5%.

WINKLER-PRINS

Several factors seem to justify this optimistic prediction: there is a satisfactory degree of political stability and the government is maintaining a sound fiscal policy; public investment expenditure is expected to be at a higher rate than previously, as considerable unused loan credits are on the books and additional loans are being contemplated. Private business continues to be dynamic in its desire to expand, and foreign investors, including U.S. banks, are showing an increasing interest.

### Serious problem

On the other hand, one must keep in mind that Honduras is the least industrially developed country in Central America, and that lack of communication remains a serious problem. Its average per capita Gross National Product in 1964 was $211, compared with an average of $249 for all of Central America. Honduras needs to modernize its agriculture and industry and increase production. It must develop and improve roads and electric power in order to lower the cost of transportation and production, and undeveloped zones have to be brought into the nation's economy.

Import substitutes must be promoted and exports must be increased in an effort to keep international trade at a satisfactory balance.

All this is being planned, and the future of Honduras will depend largely on the extent to which the plans are carried out. If properly executed, it has been predicted that the GNP could double in ten years and the per capita GNP could increase by 40% to 50%.

### Stimulated

Honduras continues to be stimulated by the Central American Common Market (CACM), although it probably is profiting less than its four more economically advanced partners, which are in a better position to take advantage of existing opportunities. To remedy this situation, the Central American Economic Council has signed a protocol enabling Honduras to grant qualified industries reductions in duties and other fees up to 20% greater, and tax holidays for periods up to two years longer than in other Central American Common Market countries.

In addition, the Central American Bank for Economic Integration (CABEI) has agreed to give Honduras preferential treatment in its loan policy. This bank, in its five years of existence, has become a major source of loan funds for industrial and other expansion within the CACM.

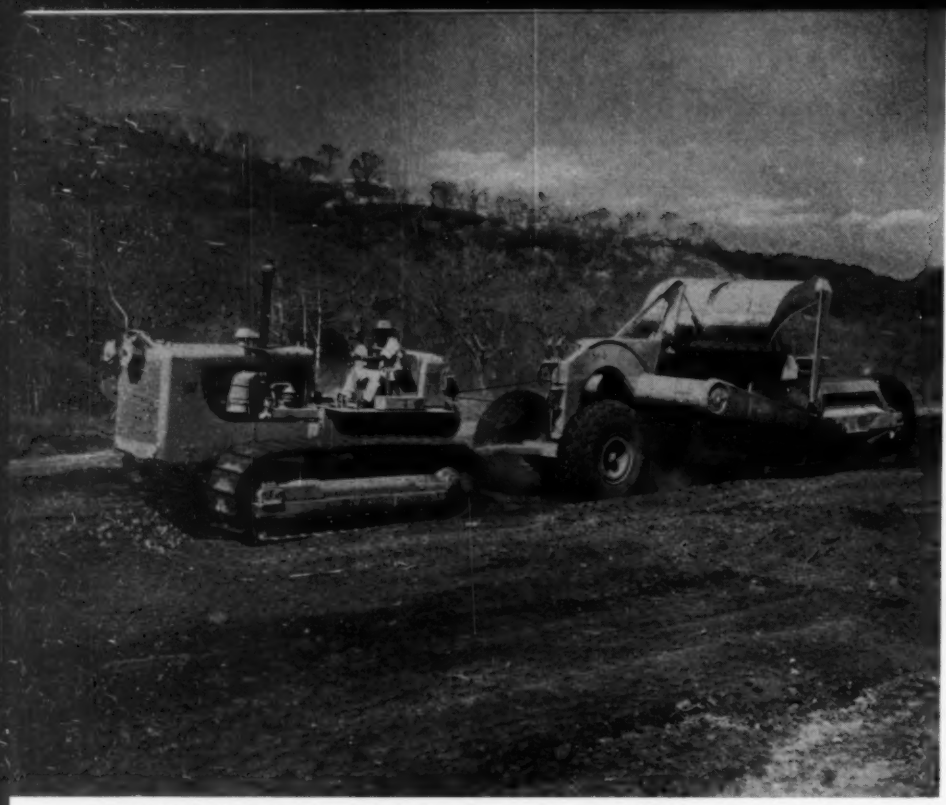
The $47 million Fund for Economic Integration, which CABEI will make available for financing basic Central American regional projects such as roads, communication facilities and electric power plants, also will be of considerable benefit to Honduras.

### Most important role

Agriculture will continue to employ the bulk of the population and occupy the most important role in the economy. Bananas are by far the most important crop, and banana exports for many years to come will be the chief earner of the foreign exchange to buy needed capital equipment. The banana industry has continued to grow to such an extent that 1966 exports are expected to reach a record high of 20 million stems, or close to 35 million boxes. Having achieved this level, the country now is increasing its efforts toward agricultural diversification.

A major reason for Honduran industrial sluggishness is the fact that the Government only recently has been giving adequate assistance in the development of new industries. Whereas the other CACM countries have had Industrial Development Laws for many years (El Salvador since 1939), Honduras did not establish one until 1958.

Furthermore, while the four other countries established government offices to invite new industries some time ago, Honduras started an Industrial Develop-



U.S.-MADE MACHINERY helps modernize Honduran road system, which has major role in country's economy.

ment Department in its National Development Bank only two years ago.

The Industrial Development Law for Honduras, late in being established and slow in becoming effective, now has become a most active means of attracting industry. Six years ago only 15 firms obtained classification under the Law and only 11 were taking advantage of its fiscal incentives, but it is expected that over 200 firms will benefit from the law this year.

The Law has recently been modified to give additional benefits to firms exporting their products outside the CACM, and to give the Executive Branch power and flexibility to authorize subsidies greater than those shown in the law for industries considered fundamental to the development of Honduras.

Several important industrial plants have entered into production this year, and several others are expanding, under construction, or being planned. Of those in the planning stage, the outstanding government-sponsored projects are a $50 million pulp, paper and lumber mill, a $24 million steel mill, and an agricultural-industrial zone in the south.

## Vast reserves

The pulp, paper and lumber mill will utilize the vast forest reserves in the department of Olancho to produce 82,000 tons of linerboard and 33,000 tons of corrugated medium, and to export 120,000 cubic meters of lumber per year. A final feasibility report is being prepared by ADELA-TEC, the technical subsidiary of the Atlantic Development Group for Latin America (ADELA), and this group has been appointed by the Honduran Government as its financial agent to promote and organize the project. A request for classification as an integration industry has been filed with the CACM.

The proposed steel mill will use the 6.8 million tons of magnetite deposits located in the Agalteca area to produce 100,000 tons of steel annually. It is being planned with the technical assistance of Altos Hornos de Mexico of Mandova, Mexico, and contracts have been let to U.S. companies for the necessary geological research and sintering studies.

## To review report

The firm of Ranseyer and Miller, Inc. of New York City has been engaged to review, and possibly to improve, the feasibility report which recently was completed. Integrated industry status has been requested.

The planned agricultural-industrial zone, will cover about 14,000 square kilometers, mostly in the departments of Valle and Choluteca bordering Nicaragua and El Salvador and fronting the Pacific Ocean. Within this zone private industry will construct a cottonseed oil mill, a sugar mill, an animal feed manufacturing complex, and an evaporated milk plant.

There are also plans for a $2 million glass factory, producing 5,800 metric tons of window glass per year, for which ADELA-TEC is completing a preinvestment engineering study.

## Projects planned

Important projects in the planning stage include the construction of a port on the Pacific Ocean, a 250-kilometer road between Juticalpa and the port of Puerto Castella in the north, a system of Central American integration roads, and a Choluteca River irrigation project. Landing field improvements are planned for La Ceiba, Copan and Tela. A study will look into the feasibility of building a jet airport near Tegucigalpa which will eventually take the place of the present Toncontin airport, which is not ideally suited for jet aircraft landings.

The feasibility study was completed for the second stage of the Yojoa-Rio Lindo hydroelectric power project which will add 40,000 kilowatts to the existing power output. Diesel generator units will be installed in San Lorenzo and other cities to help take care of the rapidly increasing demand for power and light, which has been growing at the rate of 33% per year during the last three years.

Thought also is being given to a long-distance micro-wave telecommunications system to unite the telephone systems of the principal Honduran cities.

## Scheduled to start

Private projects which have passed the planning stage and on which construction is scheduled to start in the near future include a petroleum refinery, a sugar mill, an automatic telephone exchange, a hospital, two hotels, an animal feed manufacturing plant, and two cooperative housing projects.

The petroleum refinery will be built in Puerto Cortes at an estimated cost of over $8 million by the Honduran division of Texas Caribbean Inc. It will have a capacity of 5800 barrels per day. New equipment which will double present capacity has been purchased for the Villanueva sugar mill of Compania Azucarera Hondurena of San Pedro Sula. The replaced machinery will be moved to a new mill in the southern part of the country.

A 4,000-line automatic telephone system will be installed in San Pedro Sula by the Bell Telephone Manufacturing Co., a subsidiary of International Telephone and Telegraph, at a cost of $580,000.

A 100-bed hospital will be built in Tegucigalpa by Hospital de Especialidades Suyapa, S.A. at an estimated cost of $1.1 million.

Two modern hotels will be constructed: a 106-unit hotel in Tegucigalpa by Hoteles de Honduras, S.A. at an estimated cost of $1.35 million; and a 100-room hotel in San Pedro Sula by the O'Connor-Jacobson hotel chain at a cost of $1.2 million.

A $2 million feed manufacturing complex will be built in the neighborhood of Choluteca in the southern part of Honduras. It will have the capacity to produce $6 million worth of feed per year, or enough to feed 18 million three-pound broilers.

New bids soon will be invited for the construction of about 200 dwellings in La Ceiba (El Sauce Project) and about 100 in the industrial center of San Pedro Sula (COLVISULA Project).

There will be considerable public construction in the coming years. Construction will start in 1967 on improved and enlarged port facilities at Puerto Cortes, Honduras' heavily congested principal port. The cost will be $5 to $6 million. A World Bank loan of $4.8 million to the Port Authority of Honduras has been approved. The engineering and supervision are under Tippetts-Abbett-McCarthy-Stratton, in combination with the Honduran firm of Cerna & Maier.

With the help of a $9.5 million CABEI loan, work is expected to start next year on a paved road between the north coast ports of Tela and La Ceiba as part of the Atlantic littoral highway, and on a section of a highway between El Triunfo and the Nicaraguan border.

Construction will continue at in increased rate on the Northern Highway, a 300-kilometer paved road between Tegucigalpa and San Pedro Sula. Loans totaling $19.6 million have been granted. Brown and Root S.A. of Tegucigalpa are in charge of engineering and supervision.

The firm of McCreary-Koretsky will supervise the construction of 16 rural access (farm-to-market) roads having a total length of 602 kilometers, to be built at an estimated cost of $6.9 million, assisted by a $5.2 million AID loan. Construction bids are expected to be invited soon.

### Calls for bids

The Government's Housing Institute (INVA) soon will call for bids to construct houses for low income families in Tegucigalpa. The Kennedy Project will have 1,793 units, and the San Jose del Pedregal Project, 850 units.

A contract is expected to be let in the near future for construction of a water line from San Juancito to El Picacho, to help supply Tegucigalpa.

Honduran foreign trade will continue to grow, but imports may increase at a greater rate than exports unless the country promotes and develops export possibilities and import substitutes.

Bananas, coffee and lumber continue to be the major export items. However, exports of manufactured products are increasing. For instance, industrial products increased from 12% of total exports in 1963 to 20% in 1965. This trend is expected to continue.

### Big supplier

During 1965, 46.9% of all imports originated in the U.S. It may be difficult to maintain this percentage in years to come, mainly because of increased shipments from other CACM countries, which grew to 21% of the total in 1965. However, the dollar value of U.S. exports is bound to increase.

Best opportunities seem to lie in capital goods for manufacturing, agriculture, and transportation, but there are many other possibilities.

In their representation and in their visits to Honduras, U.S. exporters should remember that Honduras has two distinct sales areas, one centered in the capital, Tegucigalpa, and the other in the fast growing industrial city, San Pedro Sula.

HONDURAN GOV'T has begun to help new industry. Below, worker at U.S.-made plastics machine.

# Private enterprise in Nicaragua gets $5 million AID loan

### New agreement will help

Increased assistance to the Nicaraguan Investment Corporation (CNI) from the Agency for International Development will help private enterprise maintain Nicaragua's agricultural and industrial momentum under the Alliance for Progress.

AID will lend CNI $5 million to supplement the program of lending, equity acquisition and related activities inaugurated in May 1965 with the help of a $3 million AID credit. The loan agreement was signed Sept. 28.

CNI has committed almost all of the $3 million loan of May 1965; it has also committed about $2 million of its own paid-in capital, as well as $3 million from funds invested by foreign financial institutions. The $5 million loan will help CNI meet the demands of an economy whose gross domestic product grows at an annual rate exceeding 8%.

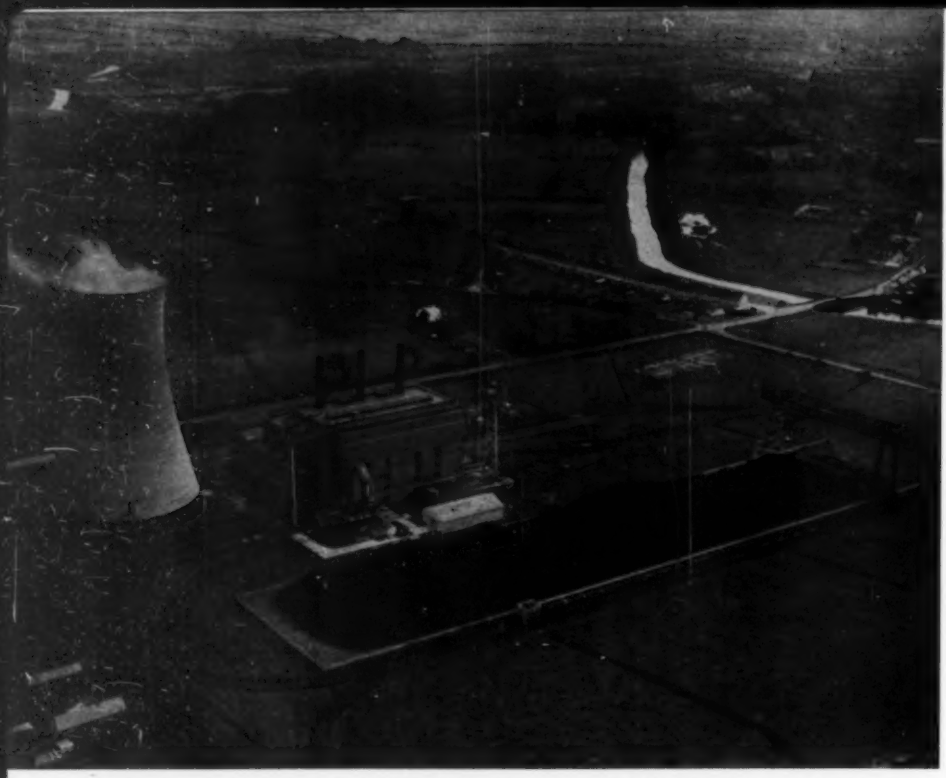
### For economic growth

CNI is chartered to make medium and long-term loans (3 to 15 years) for creating, expanding, and promoting the efficiency of business enterprises, and to foster the import of capital goods needed for Nicaragua's economic growth. About two-thirds of CNI's capital stock is held by seven U.S. and European financial institutions, which have opened lines of credit valued at $5.4 million to CNI.

Applications to CNI for loans are judged by the extent to which the overall projects will contribute to the economic growth of Nicaragua or Central America. Loans disbursed from AID funds are made in dollars as all procurement is restricted to U.S. goods and services. The borrowers will repay CNI in local currency.

## Costa Rica sets consumer tax

The Costa Rican Government announced that consumption taxes had been placed on dry batteries and vehicle tires and tubes. The tax rates, effective Aug. 29, vary from $0.0075 to $0.06 per unit on batteries, from $3.00 to $10.00 per unit on tires, and from $0.60 to $1.50 per unit on tubes.



STRIKES WHICH THREATEN IRELAND'S POWER SUPPLY were forbidden by the recent Electricity Supply Act. Shown above is one of the Electricity Supply Board's turf-powered generating stations.

# Ireland continues to attack balance of payments problem; foreign trade picture brightens

## Labor unrest brings Government's conciliatory policy to an end; budget deficit causes increases in income, excise, road taxes

The Irish Government continues to stress its determination to solve its balance-of-payments difficulties, as was evident by the introduction of two deflationary budgets during the first half of 1966 and its continuation of the import levy through Sept. 30. The import levy has now been removed.

The first half of 1966 was also characterized by the Government's heavy borrowing from external money markets. At the same time, however, there was a tremendous improvement in the foreign trade balance.

On the labor scene, industrial unrest continued, as employers and unions failed to reach agreement on a wage increase, despite conciliatory efforts by the Government.

In one of the most significant events in recent labor history, the Government passed the Electricity Supply (Provisions) Act, which outlawed strikes and pickets that would threaten the power supply of the country.

When it introduced legislation to revise the Industrial Relations Act, this seemed to mark an end to the Government's conciliatory policy in meeting problems of industrial unrest.

There is strong evidence that deflationary measures taken by the Government in the latter half of 1965 were effective. External reserves rose from $627.5 million in December to an all-time high of $687.1 million in mid-April.

Due to the prolonged bank strike which started in May, later figures than this are not yet available.

However, as the balance of trade continued to improve throughout the first half of the year, reserves probably improved still further in the second quarter. However, as many Irish firms opened bank accounts in the U.K. for the duration of the strike, there was almost certainly an unusually high outward flow of funds too.

It seems likely that at the half year stage, the target of a $33.6 million improvement in the balance of payments will be attained and probably exceeded, despite restrictions on capital outflow to the sterling area imposed by the British Government in April.

Notwithstanding the success of these measures, Ireland introduced further new taxes in March. Although there was an estimated increase of only $41 million in current expenditures in the March budget (against a $72.8 million increase the previous year), the Government was faced with the prospect of a $33.6 million deficit for the financial year 1966/67 at existing tax rates.

To cover this rise in expenditure the Finance Minister increased the income tax rate by 9⅓ cents, to 98 cents in the £ ($2.80) and increased the excise taxes on gasoline, beer, spirits, and tobacco. He also increased the road tax on automobiles by 25%.

Despite these increases the Minister warned that he would be forced to introduce a supplementary budget later in the year if there was any further increase in expenditures. This contingency arose sooner than expected due to pay increases for some civil servants and an increase in the milk subsidy to farmers, and on June 14 a supplementary budget was introduced in which the tax on gasoline and tobacco was raised again and a new 5% selective wholesale tax, to take effect from Oct. 1, was imposed.

The capital budget, which was trimmed by some $8.4 million during the financial year 1965/66, was reduced by a further $8.4 million to $273.8 million in March, bringing it closely in line with the projected figure in the Second Program for Economic Expansion.

### Industrial growth mixed

The drop in the growth rate of industrial production, which commenced late in 1964 and persisted through 1965, showed no improvement in the first quarter of 1966. In the transportable goods industries the production increase was only 1.9% above the level of the corresponding period of 1965. This compares with a 2.1% increase in the fourth quarter of 1965. The manufacturing industries showed an increase of 1.5% over the level of a year earlier.

Figures for the June quarter have not yet been published, but there is little reason to believe they will show any drastic change.

Industries showing increases in the January-March quarter included mining, quarrying and turf production, up 13.2% due mainly to high output of miscellaneous mining; slaughtering of meat other than by bacon factories, up 23.1%; manufacture and refining of sugar, up 268.9%; processing of leather, up 22.9%; and chemicals and drugs, up 36.3%.

### Trade position improves

Ireland's trade balance improved considerably over the first half of 1966. Total imports dropped by 8.5% to $492.8 million, while exports increased over 9% to $292.9 million.

Detailed statistics are not yet available, but in the January-May period there was a $14.3 million decrease in imports of machinery and transport equipment, a drop of $5.6 million in live animals and $6.7 million in manufactured fertilizers. Other significant decreases occurred in imports of tobacco and feedstuffs.

Product categories showing large gains were meat and meat preparations, $5.6 million; metal ores and scrap, $3.9 million, and medicinal and pharmaceutical preparations, $3.6 million.

United States exports to Ireland for the first six months of 1966 increased nearly 17% to $42.2 million. The major product categories which contributed to the increase were cereals, up 121%, and industrial machinery which showed an increase of over 9%. Shipments of aircraft and parts were up only slightly, while tobacco exports showed a substantial decrease of 75%.

Ireland's exports to the United States for the period January through May showed a large increase of 75%, reaching $15.7 million. A major portion of this increase may be traced to expanded exports of frozen beef, sugar and antibiotics.

### Shannon trade grows

**Recently released figures show that exports from the Shannon Airport industrial estate reached almost $64 million in 1965 compared with $39 million for 1964. According to the Irish Export Board, the value of manufactured goods exported from the Shannon estate made up 28% of the total from Ireland.**

# LAFTA's annual meetings not expected to produce any significant trade accords

## Venezuelan membership augments long-term trade potential; presidents of five member nations call for closer ties with CACM

No big new departures are expected to be agreed upon by the Latin American Free Trade Association (LAFTA) in its Autumn Conference sessions beginning October 24 and Foreign Ministers' meeting tentatively set for December 6 in Montevideo.

The presidents of Chile, Colombia, Ecuador, Peru, and Venezuela, in "The Declaration of Bogota" this summer, called attention to the need for progress toward unification of LAFTA and the Central American Common Market, and for the formation of a customs union among LAFTA members. The presidents also held that full achievement of mutual benefits required an economic union of Latin American countries.

### Sign charter

Plans to reduce charges and restrictions on imports from Central America probably will require Mexico to propose changes in the LAFTA accord. Early in 1966 Mexico and Central America signed a Charter of Economic Cooperation, to operate "to the letter and the spirit" of the LAFTA Treaty and the General CACM Treaty, and to move toward a number of specific objectives such as increases in Mexico's imports from CACM sources.

Specific phraseology is not yet available for any proposals which may be offered by Mexico or the signatories to the Declaration of Bogota. No special current LAFTA initiatives have been reported from Argentina or Brazil.

The LAFTA's potentialities are augmented by Venezuela becoming a member this year. Venezuela accounts for about 15% of the Latin American import market. The other nine members took approximately 70% of 1965 Latin American imports.

Venezuela's joining LAFTA probably won't change greatly the Association's trading patterns over the coming year. The other members are not expected to ask Venezuela to make excessive trade concession adjustments early in her membership.

An annual task of the LAFTA conference is negotiation of the National Schedules which specify the reductions in duties, charges, and other restrictions which each LAFTA country grants to the other members. The Association is halfway through the 12-year program of negotiating removal of charges and restrictions on virtually all intra-LAFTA trade.

### Recommendations limited

The 1966 series of industry sector meetings has not brought forward the hoped-for volume of recommendations for specific tariff reductions and removals. Possibly the Conference may look with more interest than formerly on industry sector proposals for complementation agreements. Thus far only four such agreements are in operation.

Although the value of the combined import trade of the first nine members of the LAFTA was virtually the same in 1965 as it was in 1961, these countries' imports from each other have increased each year to more than double the 1961 figure. Approximately all of the increase since 1961 in intra-LAFTA trade is accounted for by trade in negotiated products, the items on which duties, charges, and restrictions have been reduced or removed through LAFTA procedures.

Despite this growth in intra-LAFTA trade, it still accounted for only an estimated 12.8% of the total value of 1965 imports by the 9 original members.

## Peru reduces tire duties

The Peruvian Government reduced for three months the duties on pneumatic rubber tires from 25.00 soles to 1.00 sol per gross kilogram.

For the application of the 30% ad valorem duty, a minimum valuation was set ranging from $1.76 to $2.58 per kilogram, fob.

Imports are subject to special authorization by the Bureau of Industries which requires import applications to show quantity, type, f.o.b. and c.i.f. prices, and justification for immediate use.

The action has been effective since Sept. 28.

# Austria raises duty schedules on many imported commodities

## Foreign goods to be subjected to same taxes as local products; move will affect less than 1% of imports from United States

A number of commodities have been reclassified by Austria to higher rate categories in the schedule of turnover equalization taxes imposed on goods imported into the country.

The increases raise some equalization tax rates from 5.25% to either 6.75% or 8.25% of the c.i.f. duty-paid value of the imports concerned.

The turnover equalization tax subjects imports to the same cumulative tax burden experienced by domestically-produced goods.

The prime motivation of a July 1966 amendment to the Austrian Turnover Tax Law of 1959 was to adjust the schedule of refunds of turnover taxes paid to Austrian exporters.

In addition to adding a new classification to narrow a relatively wide gap which had existed in the schedule, the July amendment reclassified most commodities to higher and lower refund groups.

This was to correct the under- and over-compensation of taxes upon export which had been found to exist in some classifications.

A small number of items, mainly textiles, were assigned to lower groups, while the majority of products involved were placed in higher refund groups.

The schedule of export turnover tax refunds and the schedule of import turnover equalization tax charges have a direct relationship and the changes in the former necessitated amendment of the latter.

### Higher rates for most items

Most of the reclassifications upward in the refund schedule were from the first four groups, which, in almost all cases, equate to the normal 5.25% turnover equalization tax, to the fifth or sixth group.

The turnover equalization tax on the import of these commodities is scheduled to be increased effective Jan. 1, 1967, from 5.25% to 6.75% or 8.25%.

Among the imported commodities on which the export tax refund and the turnover equalization tax rate will be raised are spindle oil and lubricating oil; chlorides and oxychlorides; pesticides, disinfectants, etc.; PVC and its co-polymerization products; V-belts; parchment paper; self-adhesive tape of rubberized fabrics; iron and steel wire and chains of iron and steel.

### Few U.S. exports affected

It is estimated that the tax increases will effect fewer than 1% of U.S. exports to Austria.

The Austrian wares which will bring increased refund of taxes to manufacturers upon export, in addition to those cited above, include cellophane; grease-proof papers; hoops and strips of iron and steel; welded tubes and pipes of iron and steel; structures of iron or steel; gas cylinders; plates, sheets, etc. of aluminum; parts of steam engines and viscose staples and tow.

These and other items which have been classified at higher refund rates comprise approximately 6% of Austria's export.

The July 6 amendment to the Turnover Tax Law of 1959 was published in the *Bundesgesetzblatt fuer die Republik Oesterreich* (148/66, Stueck 51) of Aug. 9.

This 76-page German language publication, which lists the changes of import equalization tax classification and cites the applicable export tax refund rate group for each listing in Austria's tariff schedule, is available for approximately 14.20 Austrian schillings (US $0.55).

**Write:** Verkaufsstelle, Oesterreichischen Staatsdruckerei, Wollzeile 27 a, Vienna I, Austria.

Copies may also be obtained at nominal cost from the Photoduplication Service, Library of Congress, Washington, D.C. 20540.

## European Common Market publishes four tariff quotas valid through December 31

The European Economic Community recently published tariff quotas valid through Dec. 31 for the following products imported from third countries.

These quotas are listed below by Common External Tariff number, followed by product description, Member State/s to which granted, quota in metric tons, and in-quota duties in percent ad valorem.

*7302C*—Ferrosilicon, Belg.-Lux., 14,000 of which 9900 at Free, and 4100 (representing increase of amount of original quota for same period) at 1.5.

*7302E1*—Ferrochromium containing by weight up to 1% at least of carbon and over 30 through 90% of chromium, Italy, 3500 of which 2000 at Free, and 1500 (representing increase of original quota for same period) at 1.2.

*5004*—Silk yarn, other than of noil or other waste silk, not put up for retail sale, Germany, 25 at 2.5. Of these 25 metric tons, 15 are for the 3rd Q of 1966 and 10 for the 4th Q, with provision of carryover to the 4th Q of any unused remainder, and the stipulation that the 10 m.t. portion of this quota (as well as any carryover from the 3rd Q increasing it) will lapse if it is not yet opened at such time as the now suspended 10% duty on raw silk (CXT 5002) may be reinstated.

*5005*—Yarn spun from silk noil, not put up for retail sale, Germany, 55 at 1.0. Of these 55 metric tons, 30 are for the 3rd Q of 1966 and 25 for the 4th Q, with provision for carryover and stipulation of lapsing in the event of the reinstatement of the duty on raw silk as per CXT 5004.

## Sudan ups import duties

The Sudanese Minister of Finance announced on Sept. 20 the adoption of several financial measures designed to combat the present acute balance-of-payments situation in the Sudan.

Those actions included a 5% ad valorem, c.i.f. increase in import duties on all goods entering the Sudan which applies equally to imports from all countries.

For information concerning duty rates on specific commodities imported into individual African countries, **write:** the Africa Division, Bureau of International Commerce, Department of Commerce.

# Mali, Senegal plan major improvements on railway systems

### Interdependent lines to undergo $25 million modernization program

The African Republics of Mali and Senegal plan to rehabilitate and modernize their interdependent railway systems. Senegal Railway's main line connects with the Mali Railway, providing Mali's principal route for its export-import trade.

Physical facilities, mainly rolling stock, deteriorated when traffic was confined to internal transport when the two countries ruptured relations in 1960-63. The railways were originally operated under single management when the two countries were part of French West Africa.

Senegal plans to relay 81 miles of rail on a heavily traveled section of the main line, completion of the doubling of track on the Dakar-Thies line, the welding and ballasting of about 92 other lines, and the construction of a marshaling yard.

### Consultants to make study

Senegal will also purchase signaling and telecommunications materials and equipment and will contract consultants to carry out a detailed cost study. Technicians will be sought to assist in track improvement and maintenance.

Mali will equip the Mali Railway with modern traction, rolling stock, repair and maintenance facilities and improved track to enable it to operate efficiently.

The Mali Railway will also buy nine diesel locomotives, 107 freight cars, six passenger cars and other rolling stock to replace worn-out or deteriorated equipment and provide enough additional capacity to carry the expected traffic.

Track improvements will be undertaken on the sections between Kayes and the Senegal border and between Bamako and Koulikoro. A workshop will also be built so that the Mali Railway can repair its own equipment, except for major overhauls for which it will continue to use Senegal's facilities.

Part of the telephone lines along the railway will be renewed to replace obsolete equipment. The program also includes consultant services for a traffic cost study, to advise on railway management and to advise on railway workshop design and equipment. Technicians will be hired to strengthen the railway staff.

Both projects are scheduled for completion by mid-1969. The Mali project is expected to cost $11.1 million and the Senegal project $13.9.

The International Development Assn. has approved 50-year credits of $9.1 million to Mali and $9 million to Senegal to help finance the improvement programs.

Both projects are scheduled for completion by mid-1969. The Senegal project is expected to have 65% of the total cost financed by the IDA credit. The remaining costs will be paid by the Senegal Railways from its own resources.

The IDA credit to Mali will cover most of the foreign exchange costs and the Railway will cover the local currency costs out of its own resources.

### Repayment begins in 1977

Mali will begin repayment in January 1977 after a ten-year grace period. The Government of Mali will relend the proceeds to the Mali Railway, repayable over 30 years including a three-year grace period.

Repayment of the principal loaned to Senegal will begin in February 1977, after a ten-year grace period. The Senegal Government will also relend the proceeds to its national railways, repayable over 30 years including a three-year grace period.

## U.K. ends import duty remission on machinery

The British Board of Trade has announced the suspension of the present arrangements for the remission of import duty on machinery and certain optical and scientific instruments which importers were able to show as being unobtainable on a comparable basis in the United Kingdom.

Separate arrangements will be made for those firms having an agreed program with the Board of Trade for duty-free imports of production parts for incorporation into machinery or instruments produced in the United Kingdom.

The suspension is to be effective immediately, although appeals against rejections of applications will be considered on items ordered before the end of September if posted before Nov. 30.

# New rules govern Spanish imports of canned foods

### All foods need labels in Spanish, and must bear other information

Spanish imports of canned meats, fish, fruits and vegetables for domestic consumption, effective Nov. 5, must comply with the following regulations:

All of the above canned foods must be labelled in Spanish and bear the following information: country of origin; name of the product—in the case of fish, the usual name of the species; method of preparation, e.g. "en salsa" (in sauce), "en tomate" (in tomato), "en salmuera" (in brine), "en aceite puro de oliva" (in pure olive oil), "en aceite de semillas" (in vegetable oil), "al natural" (in natural state), etc.; the ingredients used in the product; additives used; net weight expressed in the metric system; and instructions for preparation and use of the products.

### Partially prepared fish affected

In addition, partially prepared canned fish, must bear the inscription "Semiconserva. Mantengase en sitio fresco" (Partially prepared. Keep in a cool place) and the date of preparation of the product.

The above information must be inscribed directly on the container or on a label affixed to the container, and lettering must be at least three millimeters high. Information on the container in another language is permitted only when it will not create confusion with the Spanish text, but the lettering must be smaller than for the Spanish text.

### Infractions subject to sanctions

All imports of the above mentioned canned foods will be checked by the Spanish Customs Inspection Service (SOIVRE); infractions will be subject to sanctions.

The text of the above resolution, issued by the Directorate General of Foreign Trade was published in the State Gazette *(Boletin Oficial del Estado)* of Sept. 5, 1966.

# Nicaragua to expand power generation, distribution system

**Project estimated at $7.3 million; plans include 15,000-kw. turbine**

Nicaragua plans to expand its electric power generation and transmission facilities with installation of a 15,000-kilowatt gas turbine and through improvement and expansion of its transmission and distribution systems, and engineering services.

The total cost of the project is estimated at $7.3 million.

The Empresa Nacional de Luz y Fuerza, an autonomous government corporation, which supplies most of the country's power, plans the expansion to meet electric power requirements at times of peak demand and to maintain a prudent reserve.

The new gas turbine will be located at Chinandega, an important center of power consumption in the western part of Nicaragua. The transmission system will be strengthened by installing additional high-voltage circuits: 138-kilovolt lines will be built between Sebaco and Leon and between Managua and Tipitapa, and 69-kilovolt lines between Managua and Asososca and between Chinandega and the port city of Corinto.

## Headquarters building planned

A new headquarters building will be constructed and will house the Empresa's engineering and management services.

Total cost of the project is estimated at $7.3 million.

A World Bank loan for $5 million will help finance the project. The loan is for 20 years and amortization will begin April 1, 1969. The loan is guaranteed by the Republic of Nicaragua.

Ten financial institutions are participating in the loan, without the World Bank's guarantee, for a total amount of $345,000, representing the first four maturities which fall due between April 1, 1969 and Oct. 1, 1970.

The participants are Bankers Trust Co., N.Y.; First National City Bank, N.Y.; Meadow Brook National Bank, N.Y.; The American Express Company, Inc., N.Y.; Bank of America National Trust & Savings Assn., San Francisco; First National Bank of Memphis; Crocker-Citizens National Bank, San Francisco; The First Pennsylvania Banking & Trust Co., Philadelphia; First Western Bank & Trust Co., Los Angeles; and Marine Midland Trust Co. of Western New York, Buffalo, N.Y.

In addition, Bankers Trust Co., First National City Bank, Meadow Brook National Bank and Mellon National Bank & Trust Company, Pittsburgh are purchasing out of portfolio a total amount of $565,000 of the October 1, 1969 through October 1, 1970 maturities of a $12.5 million loan made to Empresa Nacional de Luz y Fuerza in June 1960.

## Canada studies transport problems on West Coast

Canada is making a study of possible ways to increase the capacity, speed and dependability of commodity movements through the country's West Coast terminals.

The study will examine both short-term problems and long-term requirements in the light of the rapid growth which is anticipated for commodity movements through West Coast terminals.

The study will fall into two parts: the first part, which is now in progress and will soon be completed, will survey marketing, shipping and terminal operations, and will make recommendations for short-term improvements and measures which can be carried out without major modifications of the capital installations; the second part will delineate the areas where anticipated growth in traffic may create problems, and will consider what long-term measures, including major capital expenditures, can be taken to meet anticipated requirements.

The study is being carried out under the supervision of the Department of Transport by a firm of consultants, Traffic Research Corp. Ltd.


**SAS business services**

In addition to publishing a Business Travel Digest, the Scandinavian Airlines System also provides information on international trade fairs, convention facilities in Scandinavia, business opportunities in Scandinavia, quick reference flight timetables, using travel as an incentive, and how to save money through shipping by air freight.

**Write:** Scandinavian Airlines, P.O. Box 3443, Grand Central Station, New York, N.Y. 10017.


# Spanish firm plans $11 million expansion

Fabrica Espanola Magnetos S.A., the largest manufacture of electrical equipment for the motor industry in Spain, is undertaking an $11 million expansion program.

Demand from auto manufacturers and from the replacement market is growing swiftly in Spain and reflects the country's expanding motor car production.

With its recent acquisition of Autoelectricidad, a manufacturer of similar products, FEMSA has become the third most important maker of electrical equipment for the auto industry in Europe.

To finance its expansion program FEMSA is offering at par (Ptas. 1000) of ordinary shares in the form of a 1-for-3 rights issue. The International Finance Corp. is subscribing to its pro rata share of the new offering, amounting to 9000 new shares and representing a new investment of approximately $150,000.

IFC's first investment in FEMSA was made in 1962. In 1964 IFC took part in a 1-for-2 rights issue at par. After the present investment, IFC will hold for its own account more than $1 million in loan maturities and $600,000 in equity shares at cost, the latter giving it some 7% of the capital of FEMSA.

## Mexican carrier to purchase 12 Douglas jets, equipment

Aeronaves de Mexico, S.A. will purchase three Douglas DC 8 and nine DC 9 jet airliners, related parts, and a flight simulator, supplied by the Link Group of General Precision, Inc., Binghampton, N.Y.

The new DC 8 aircraft will be used in the expansion of the Mexican airline's international services from Mexico City to Washington and New York and from Mexico City to Miami and Toronto, and on flights from Acapulco to New York and from Acapulco to Los Angeles.

The DC 9 planes will serve domestic routes, replacing older propeller equipment which is being phased out of service. The flight simulator will be used in training flight crews for both types of aircraft.

The purchases will be financed by two Alliance for Progress loans to Aeronaves totaling $58.6 million authorized by the Export-Import Bank of Washington.

# Commerce suspends export privileges of two Asian firms

### Japanese, Malaysian companies hit for failure to supply information

The Department of Commerce today suspended indefinitely the U.S. export privileges of two firms, one in Japan and the other in Malaysia, for failing to furnish information on the disposition of strategic electronic equipment of U.S. origin, which is the subject of investigation by the Bureau of International Commerce.

The sanctions, effective immediately, are against: Tokyo Seidensha Co. Ltd., of Tokyo, and Takeo Sakamoto, principal official and president; and Scientific Supply Co., of Kuala Lumpur, and G. J. Rawlins, manager and principal official.

### Order supplants temporary action

The indefinite order against Seidensha, a joint stock company, was entered because the company failed to supply information on the disposition of the United States-origin electronic equipment, which it is known to have received.

This order supplants a temporary denial order which has been in effect since June 17. The Bureau of International Commerce is seeking to determine if the equipment was reexported or traded in violation of U.S. export regulations.

### First action taken against firm

The indefinite suspension of the export privileges of Scientific Supply is the first action taken against that company, which received electronic equipment from the United States, and has failed to furnish information in connection with an inquiry to determine if any of the material has been reexported or traded in violation of U.S. regulations.

All outstanding validated licenses in which Scientific Supply and Tokyo Seidensha have an interest have been revoked, and the respondents in both case, along with their agents, representatives or employees, are denied the privilege of participating in export operations involving U.S. commodities or technical data.

The export regulations provide that, without authorization from the U.S. Department of Commerce, no international trader may deal with a party he knows has been denied U.S. export privileges in commodities exported from the United States.

## Venezuelan foundry to buy U.S. equipment, machinery to produce steel products

Siderurgica Venezolana, S. A. (SIVENSA) of Venezuela will spend $1.5 million for purchases of U.S. equipment and machinery for a foundry for the production of cast iron soil pipe and to modernize existing steel fabricating facilities.

About $500,000 will assist in financing purchases of equipment for the manufacture of automotive wheels by a new affiliated corporation, Ruedas de Venezuela, C. A., in which the Kelsey Hayes Co., Romulus, Mich., is also a major shareholder.

SIVENSA is a privately-owned Venezuelan semi-integrated steel producer organized in 1948, with principal facilities located near Caracas. It has grown from an initial capacity of 12,000 tons to 120,000 tons annually.

In 1965 the foundry supplied about half of the domestic needs for steel reinforcing bars.

Engineering, design and supervision of the construction for the cast iron foundry will be by Foundry Design Co., St. Louis.

Other U.S. suppliers include Centrifugal Casting Machine Co., Tulsa, Okla., for casting units; Inductotherm Corp., Rancocas, N.J., for furnaces; National Acme, Cleveland, for core making machines; Square D Co., Park Ridge, Ill., for electrical equipment;

Link Belt Co., Chicago, and Whiting Corp., Harvey, Ill., for materials handling equipment; and Morgan Construction Co., Worcester, Mass., for finishing mill guides.

An Export-Import Bank of Washington loan for $2 million to Siderurgica Venezolana, S.A. will finance the purchases.

The Exim bank loan will be repaid in 12 semiannual installments beginning in December 1968.

## India to buy components for diesel locomotives from U.S. manufacturer

An Indian locomotive works will purchase $12.75 million of U.S. diesel locomotive components.

The Varanasi Locomotive Works will assemble the components at its plant in India. Through an agreement with the Government of India, Alco Products Inc., Schenectady, N.Y., has provided technical training for Varanasi personnel at its plants in Schenectady and Auburn, N.Y. In addition, the company is providing technical supervision at the locomotive works in India.

Some 200 new locomotives will be needed on India's railways in the next two years. All of these are to be assembled at the Varanasi Works, located about 440 miles southwest of New Delhi. As the Works develop, additional components will be locally produced. At the present time, local assembly effects considerable foreign exchange savings. When India becomes self-sufficient in its locomotive production, even greater savings will result, permitting increased imports of other essentials.

An Eximbank loan to India for $12.75 million will finance the U.S. purchases. It is repayable in 20 semiannual installments beginning in 1968.

This brings the total of Eximbank direct assistance to India authorized since 1957 to some $435 million.

## Are private boycotts in national interest?

A small but active minority of Americans believe it unpatriotic to trade in any products from any Communist country.

The U.S. Government does not believe so. On the contrary it feels these individuals are harming the U.S. national interest by obstructing the nation's foreign policy.

The Government's position is summarized in a 20-page State Department booklet, *"Private Boycotts vs the National Interest."*

**Write:** Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Price: 15 cents.

# Brazilian company seeks U.S. partner for housing venture

A Brazilian real estate firm proposes a joint venture with an experienced U.S. company in the prefabricated housing industry to manufacture and market prefabricated homes in the city of Belo Horizonte.

Since the firm has no experience in the prefabricated housing field, it is primarily interested in having a U.S. company provide technical assistance, but also asks for an undetermined capital investment plus necessary machinery and equipment.

According to the Belo Horizonte company, there is a housing shortage throughout Brazil and a large potential market exists for low-cost homes, with no competition in this field.

The Brazilian company would provide the expertise for marketing the prefabricated dwellings.

U.S. firms interested in exploring this opportunity may wish to familiarize themselves with Brazil's Foreign Investment Law covering the remittance of profits.

An English language copy is available without charge by requesting "Brazilian Foreign Investment Law, Decree 55762" from OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

To obtain additional information about this opportunity, **write:** Chaves Lancamentos de Condominios, Ltd., 1152 Rua da Bahia, Belo Horizonte, Minas Gerais, Brazil.

## South African firm wants licenses to manufacture engineering equipment

A Johannesburg engineering firm seeks licenses to manufacture and distribute a wide range of engineering products, including pneumatic and hydraulic equipment, oil filters and coolers, metering pumps and valves.

Established in 1940, the Johannesburg company was purchased last year by two other firms and now acts in a distribution and engineering capacity for the parent companies, marketing a line of butterfly valves and providing technical services to mines, sugar mills, irrigation firms and Government of South Africa facilities. The firm claims to have approximately 45 agents located throughout South Africa handling its products.

One of the parent companies would manufacture additional licensed products. It has a modern, well-equipped plant currently producing crushing equipment, hoists, and railroad equipment, in addition to butterfly valves. This concern has about 500 employees.

The managing director of the South African engineering firm is prepared to visit the United States to discuss any interesting proposals made by U.S. firms in response to this announcement.

**Write:** I.E.S. Engineering Co. (Pty) Ltd., 102 Factor House, 12 Kruis St., Johannesburg, South Africa. WTD.

## Mexican firm seeks license to make special flooring materials, windows, doors

A Mexican manufacturer of waterproof silicones and other wall coatings used by the construction industry seeks a license to make newly designed special flooring materials, windows, and doors. The company claims to have the financial resources to undertake the production of additional products.

Terms of payment, probably on a royalty basis, are open to negotiation.

Established in 1965, the Mexican firm has 14 employees and markets its products in Mexico and Central America.

Its wall coatings are manufactured under a licensing arrangement with a U.S. firm.

**Write:** Tecnicas Internacionales para la Construccion, S.A., Calle Esfuerzo No. 14-K, Naucalpan de Juarez, Edo. de Mexico, Mexico. WTD.

### MARINE CONSTRUCTION

A Kuwaiti construction company seeks a joint venture with an experienced U.S. marine construction contractor to negotiate on two major marine projects now under consideration in Kuwait. Total cost of the projects is estimated at $27 million.

**Write:** Musaed al-Saleh & Sons, Industrial area, Al Sour St., P.O. Box 1092, Kuwait, State of Kuwait. WTD.

# Malaysian firm plans tile making venture

A Kuala Lumpur manufacturer of baked clay roofing tiles seeks a joint venture to expand present production and add such related products as facing and hollow bricks, sewerage pipes and wall and floor tiles to its line. In conjunction with its proposed expansion program, the firm plans to install an additional kiln.

A. U.S. participant is asked for a capital investment of approximately $300,000, technical know-how and management expertise in return for up to 49% equity in the proposed project.

The Malaysian firm's manufacturing facilities are located on a 5-acre site about 60 miles from Kuala Lumpur. The plant is equipped with machinery purchased from the U.S. and West Germany and has a monthly production of 150,000 tiles. Basic clay raw material is obtained from a nearby 40-acre site. The firm has approximately 70 employees and markets its products domestically through one of Malaysia's leading distributors.

**Write:** Federal Tiles Manufacturers Ltd., 73 Jalan Bandar, Kuala Lumpur, Malaysia. Attn: Yew Ken Nieng. WTD.

### BOTTLING EQUIPMENT

Established in 1909, a Brussels manufacturer of bottling equipment, pasteurizers, filtering equipment and automatic control installations seeks a license to make bottling machines for breweries, dairies and soft drink plants.

The Belgium firm has a broad background in the bottling equipment field and employs 200 skilled persons.

**Write:** Usines A. Vandergeeten S.P.R.L., 253-257 Rue de Birmingham, Brussels, Belgium. WTD.

### AIR HANDLING EQUIPMENT

A New Zealand manufacturer of such air handling equipment as systems for ventilating, air-conditioning, air filtration and dust extraction seeks to manufacture these and related products under a licensing arrangement with a U.S. firm.

**Write:** Bruce Wallace Ltd., 206-220 Apirana Ave., Glen Innes, Auckland, E.2., New Zealand. Attn. Ernest A. Newland. WTD.

# Brazilians propose venture to produce polyethylene bags

A recently organized Brazilian company proposes a joint venture with an experienced U.S. firm to manufacture a complete line of polyethylene film bags for the food and other industries. A second stage of the operation would be the production of molded plastics for the automobile assembly industry which is being installed in Recife.

A U.S. firm is asked for a capital investment of approximately $65,000 to be used for the purchase of equipment and as operating capital.

The Brazilian firm, located in the city of Natal, claims a principal consumer of film bags in its area would be the salt industry.

In addition to marketing its products in the State of Rio Grande do Norte, the company hopes to service firms located in several other states in Northeast Brazil.

U.S. firms interested in exploring this opportunity may wish to familiarize themselves with Brazil's Foreign Investment Law covering the remittance of profits. An English language copy is available at no charge by requesting "Brazilian Foreign Investment Law, Decree 55762" from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

**Write:** Planosa Plasticos do Nordeste S.A., rua Camara Cascudo, 176, Natal, Rio Grande do Norte, Brazil. WTD.

## Manufacturing venture for twist drills sought by Mexico City firm

A joint venture to manufacture twist drills is sought by a Mexico City company currently engaged in the construction of electric, hydraulic and sanitary installations.

The initial investment, to be divided between the Mexican firm and the U.S. participant upon a ratio subject to mutual agreement, is estimated between $400,000 and $500,000. The U.S. company is also asked for technical assistance. Production would be limited to small twist drills initially but the firm intends to expand into the manufacture of other types of drills in the future.

The Mexican firm states that import duties and controls restrict the importing of twist drills into Mexico and this proposal may prove of interest to a U.S. twist drill manufacturer seeking to enter the Mexican market.

The manager of the Mexico City company is prepared to visit the United States to discuss any interesting proposals made by U.S. firms in response to this announcement.

**Write:** Tepichin y Cia., S.A., Bahia de Santa Barbara 68, Mexico, D.F., Mexico. Attn: Roberto Tepichin. WTD.

### DETERGENTS

A license or similar arrangement to produce cleaning compounds, degreasers and related lines is sought by a French manufacturer and wholesaler of industrial detergents and cleaning products.

The French firm wants to increase and diversify its current industrial activities and particularly wants new products to add to its production program.

Established in 1879, the company operates a medium-sized, well equipped plant with adequate warehouse facilities. The firm reports average annual production of 3,000 tons of detergents and related products and employs approximately 30 persons.

**Write:** Usines de la Vincendrie, Route de Lessart, 86 Poitiers, Vienne, France. WTD.

### SPECIAL INKS

A French manufacturer of industrial ink, fountain pens and office supplies seeks a license to produce special inks for industrial marking of all types.

Established in 1951, the firm has approximately 16 employees and annual sales of about $150,000.

**Write:** Societe Bigmine, 5 Avenue Desire, 92-La Garenne-Colombe, France. WTD.

### STRUCTURAL STEEL PRODUCTS

An Australian fabricator and wholesaler of structural steel products seeks a license to manufacture prefabricated steel pedestrian foot bridges for use over roads and highways.

**Write:** Associated Metal Products Pty. Ltd., Tarragindi Rd., Salisbury North, Brisbane, Queensland, Australia. WTD.

## Joint venture to make trailers and campers sought by Mexican firm

A Monterrey manufacturer of campers and trailers seeks a joint venture with a U.S. firm. Proposals for complete acquisition by a U.S. company would also be considered.

In addition to a complete line of campers, the firm produces folding and utility trailers and covers for pickup trucks. Although the market for trailers for leisure use is small, the firm's manager believes a major potential market could be developed in Mexico.

Established in 1963, the company currently occupies a rented 2075 square foot plant in the northern industrial section of Monterrey and has 10 regular employees. Additional labor is available when necessary.

The manager is the principal stockholder of the Monterrey concern and wants to retire from active management, but would, however, in the event of an acquisition, remain as manager for a reasonable length of time.

**Write:** Industrias Remex, S.A., Apartado Postal No. 2619, Monterrey, N.L., Mexico. Attn: Roberto de la Fuente. WTD.

### Investment Assistance

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information is available at $2 each from the Department of Commerce (BIC-916), Washington, D.C. 20230.

Special assistance is available to firms interested in joint ventures or licensing agreements abroad. Call Area Code 202, WO 7-4065 or write Department of Commerce (BIC-878), Washington, D.C. 20230.

# World Trade Opportunities

## Malaysia invites bids on asbestos cement pipes, joints and compound

The Director of Public Works, P.W.D. Headquarters, Malaysia, invites bids for the supply and delivery of asbestos cement pipes, joints, cast iron detachable joints and bitumen compound for the period from Jan. 1, 1967, to Dec. 31, 1967.

The list of pipe stores includes in Class 'B' over 202,000' in 10 diameters ranging from 3" to 24", over 194,000 A.C. joints and over 17,000 cast-iron detachable joints.

Class 'C' lists over 40,000' in 8 diameter sizes, approx. 39,000 A.C. joints and 8,000 cast-iron detachable joints. The supply also includes 161 tons bitumen jointing compound.

Tender documents and specifications are available at the Office of the Chief Superintendent of Stores for the United States. $3.30 (not refundable) per set. Each tender must be submitted with an earnest money deposit of $3,300 in cash or an approved banker's guarantee in Malayan currency. Otherwise the bid will not be considered. A waiting period of 42 days may elapse from date of closing tenders before the successful bidder is notified. In case any bids are withdrawn during this period, the tenderer must forfeit his earnest money deposit.

The deadline is 12 noon, Nov. 24, to submit bids to: The Director of Public Works, P.W.D. Headquarters, Maxwell Rd., Kuala Lumpur.

Interested companies located in the United States may obtain a complete list of the store supplies, sizes, lengths, etc., from the U.S. Department of Commerce, Building Materials and Construction Industries Division, BDSA-564, Rm. 4014, Washington, D.C. 20230. (Telephone: 202-WO 7-3601).

## Mexico plans to build a new steel mill

Hojalata y Lamina, S.A., of Monterrey, plans to build a new steel mill near the city of Puebla.

Construction will probably start in the spring of 1967 on the $68 million integrated steel mill producing approximately 300,000 metric tons annually of steel ingots from three electric furnaces and about 250,000 metric tons of finished steel products. The iron ore will come from the company's present source in the State of Colima, and the plant will produce about 250,000 metric tons of sponge iron for its own furnaces, thus using only minimal amounts of scrap.

The plant, which should be completed by Jan., 1969, will employ approximately 1,000 people. Although the plant will not produce sheet steel, the finished and semi-finished products will include billets, bars, shapes and wire.

Companies interested in this construction or in supplying equipment for the mill should immediately contact Ing. Juan Celada, Technical Director, Hojalata y Lamina, S.A., Aptdo. 996, Monterrey, Nuevo Leon.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

*Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.*

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

## Sales Leads for Exporters

*Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.*

### 019 Commercial farms

**ITALY**—Seeds for hybrid zucchini, dwarf plant, apt for cultivation in greenhouses. Requests correspondence in Italian, French. Cesare ASTUTO (importer, retailer, wholesaler, producer), 147 Via Carlo Alberto, Vittoria (Ragusa). WTD 3/8/66.

### 162 Heavy construction except highways, streets

● **ICELAND**—Bids are to be invited in Jan. 1967 for construction of three transmission lines: (1) a 220 KV single circuit line, 38 miles long, between Burfell and Irafoss, (2) a 220 KV or alternatively double circuit line, 22 miles long, between Irafoss and Geithals, (3) a 220 KV double circuit line, 12 miles in length between Geithals and Straumsvik. Interested firms are invited to have their representatives view the proposed project site and may request prebidding information from Landsvirkjun, Sudurlandsbraut 14, Reykjavik. Landsvirkjun, The National Power Co. of Iceland, is jointly owned by the Government of Iceland and the city of Reykjavik.

● **INDIA**—Stage I of Madras Harbor includes dredging of the outer dock, turning circle and the approach channel. Contract work consists of dredging by most suitable means and reclamation of an area of the foreshore site with a portion of material dredged and the balance removed and dumped. Bid deadline Nov. 30. Tender documents available from the Deputy Accounts Officer (Engineering), Madras Port Trust, Madras I, upon payment of $13.33 plus $3.70 airmail postage (registered book postage). Interested firms may examine a set of documents with drawings and charts in the U.S. Department of Commerce, Building Ma-

terials & Construction Industries Division, Rm. 4014, Washington, D.C.

● **MALAYSIA**—Construction of two earth dams and ancillary works for Public Utilities Board, a Statutary Body of the Singapore Government. One dam is 70 ft. high containing about 700,000 cu. yd. of fill. The second is a small dam in the existing Seletar reservoir. Work also includes a reinforced concrete spillway, intake tower and diversion tunnel. Bid deadline Dec. 13. Tender documents available Nov. 1 from Binnie & Partners (Malaysia), Mercantile Bank Bldg., Kuala Lumpur, West Malaysia.

● Construction of intakes, intake pumping stations, balancing reservoirs and relift pumping stations on eight streams in northwest corner of Singapore and three additional pumping stations for Public Utilities Board, a Statutary Body of the Singapore Government. Bid deadline Dec. 13. Tender documents available Nov. 1 from Binnie & Partners (Malaysia), Mercantile Bank Bldg., Kuala Lumpur, West Malaysia.

## 202 Dairy products

**ITALY**—Butter, cheese and milk powder. CO. NAL S.p.A. (importer), Via San Giovanni Battista de La Salle 2, Torino. WTD 10/4/66.

## 203 Canning, preserving foods

**AUSTRALIA**—Onion powder in drums for manufacturing use. Direct purchase and agency. Keith Harris & Company Ltd. (importer, wholesaler), 7 Sefton Rd., Thornleigh, Sydney. WTD in preparation.

**FRANCE**—Canned goods of all kinds, principally canned fish, crab meat and other food products, vegetables, canned fruits, fruit juices. Direct purchase and agency. Cofrimex, S.A. (dealer, sales agents), 106 Rue Belleville, 33-Bordeaux, Gironde. WTD 9/30/66.

**MALAYSIA**—Canned meat, fish, fruits. Direct purchase and agency. Malayan Produce Co. (importer, exporter, wholesaler, indent agent), 127 Pitt St., Penang. WTD 3/6/66.

**NETHERLANDS**—All types of canned fish, vegetables, fruits, ready-cooked meals, frozen poultry, fancy fish items. Direct purchase and agency. N. V. Firma Bosman (importer, exporter, wholesaler, agent), 126-138 Coolhaven, Rotterdam-6. WTD 9/27/66.

**PHILIPPINES**—Canned fish, cheese, ham, meats, asparagus, fruits, cocoa, milk, ice cream powder, dried eggs, fruit, mushrooms. Adriano T. Canoy, Manager and Proprietor, A. T. Canoy's Merchandising Company (importer, wholesaler, indentor, exporter, manufacturer, producer), 2022 Int. 34, Gregorio Perfecto, Manila. WTD 12/29/65.

Canned meat, fish, salad dressings. Direct purchase and agency. Rafael Beltran, Vice President-Comptroller, Elizalde & Company, Inc. (importer, wholesaler, indentor, exporter, manufacturer, producer, assembler, processor), 141 Ayala Ave., Makati, Rizal, P.O. Box 121, Manila. WTD 8/5/65.

**VENEZUELA**—Canned caviar, salmon. Requests replies in Spanish. Relvi, C.A. (importer, distributor, sales agent), Apartado 6846 Carmelitas, Caracas, or Edificio Monte Ulia, Primera Avenida, Los Palos Grandes, Caracas. WTD 3/4/66.

## 204 Grain mill products

**PHILIPPINES**—Rice and wheat flour. Adriano T. Canoy, Manager and Proprietor, A. T. Canoy's Merchandising Company (importer, wholesaler, indentor, exporter, manufacturer, producer), 2022 Int. 34, Gregorio Perfecto, Manila. WTD 12/29/65.

## 206 Sugar

**PHILIPPINES**—Lactose USP #25 mesh. Direct purchase and exclusive agency. Jose Catindig, Executive Director, Agricom Development Co., Inc. (manufacturer), 233 San Rafael, Manila. WTD in preparation.

## 208 Beverage industries

**AUSTRALIA**—Malt, distilled and blended liquors, wines, brandy and brandy spirits. Direct purchase and agency. Connells (Vic.) Pty. Ltd. (importer, wholesaler, manufacturer), 272 City Rd., South Melbourne, Victoria. WTD 8/12/66.

**PHILIPPINES**—Wines and liquors. Direct purchase and agency. Rafael Beltran, Vice President-Comptroller, Elizalde & Company, Inc. (importer, wholesaler, indentor, exporter, manufacturer, producer, assembler, processor), 141 Ayala Ave., Makati, Rizal, P.O. Box 121, Manila. WTD 8/5/65.

**VENEZUELA**—Bourbon. Requests replies in Spanish. Relvi, C.A. (importer, distributor, sales agent), Aptdo. 6846 Carmelitas, Caracas, or Edificio Monte Ulia, Primera Avenida, Los Palos Grandes, Caracas. WTD 3/4/66.

## 209 Food preparations

**PHILIPPINES**—Raw materials for mayonnaise and salad dressing. James L. Go, Director, Research & Development Dept., Consolidated Foods Corp. (manufacturer), Bagong Ilog, Pasig, Rizal, P.O. Box 3542, Manila. WTD 4/3/65.

## 221 Broad woven fabric mills, cotton

**FRANCE**—Shoe fabrics. Etablissements L. Richoux (importer, dealer), 22, Cite Trevise, Paris, 9e. WTD 3/28/66.

Sheets, sheetings, cotton dish towels, damask tablecloths, cotton plaids, blankets. Requests replies in French. Societe Toulemonde-Bochart (importer, wholesaler, commission merchant), 62, Blvd. de Sebastopol, Paris, 3e. WTD 3/31/66.

**GERMANY**—Bathing towels. Requests replies in German. Intercont Handelsgesellschaft mbH (importer, retailer), 6 Frankfurt am Main, Reuterweg 64. WTD 10/3/66.

## 222 Broad woven fabric mills, manmade fiber, silk

**FRANCE**—Dacron and nylon fabrics, other synthetic fabrics. Direct purchase and agency. OFIMEX—Organisation Francaise Importation-Exportation (importer, exporter, commission merchant, agent), 11, rue de Chateaudun, Paris, 9e. WTD 3/14/66.

## 223 Broad woven fabric mills, wool

**AUSTRALIA**—Woolen fabrics suitable for manufacture of ladies' coats, suits. Direct purchase and agency. S & R Kras Manufacturers Pty. Ltd. (importer, wholesaler, manufacturer), 234/6 Flinders Lane, Melbourne, Victoria. WTD 5/6/66.

**FRANCE**—Wool blankets. Requests replies in French. Societe Toulemonde-Bochart (importer, wholesaler, commission merchant), 62 Blvd. de Sebastopol, Paris, 3e. WTD 3/31/66.

## 227 Floor covering mills, products

**FRANCE**—Woven textile fiber floor coverings, floor coverings: twisted paper, grass reed, coir, sisal, jute, and rag. Docks des Cimenteries Reunies (manufacturer, importer, dealer), 115, Rue du Faubourg Poissoniere, Paris, 9e. WTD 4/26/66.

Wool, fiber carpets. Requests replies in French. Societe Toulemonde-Bochart (importer, wholesaler, commission merchant), 62 Blvd. de Sebastopol, Paris, 3e. WTD 3/31/66.

## 228 Yarn, thread mills

**FRANCE**—Nylon yarn and thread. Direct purchase and agency. OFIMEX—Organisation Francaise Importation-Exportation (importer, exporter, commission merchant, agent), 11, Rue de Chateaudun, Paris, 9e. WTD 3/14/66.

## 229 Textile goods

**FRANCE**—Textile fibers for use in manufacturing industry. Direct purchase and agency. OFIMEX—Organisation Francaise Importation-Exportation (importer, exporter, commis-

### U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Lawson-Sage Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor, Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA 3-2312

BUFFALO, N.Y., 14203, 904 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S. C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-3920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 309 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N. C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 273-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR 4-3141.

LOS ANGELES, CALIF., 90015, Room 435, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 346 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 926 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N. Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 South St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2103 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA 2-4243.

SALT LAKE CITY, UTAH, 84111, 3233 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P. R., 00909, Room 628, 605 Condado Ave. Phone 722-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

sion merchant, agent), 11, Rue de Chateaudun, Paris, 9e. WTD 3/14/66.

Lace table covers, towels, toweling, linen, linen and cotton mixtures. Requests replies in French. Societe Toulemonde-Bochart (importer, wholesaler, commission merchant), 62, Blvd. de Sebastopol, Paris, 3e. WTD 3/31/66.

**NETHERLANDS**—Resin (plastic) coated fabrics, artificial leather, other impregnated, coated fabrics. Geswyn N.V. (importer, exporter, wholesaler), 132 Admiraal de Ruyterweg, Amsterdam. WTD 9/30/66.

**SPAIN**—Textile waste. Vicente Sempere Colomer (importer), Calle San Miguel 8, Baneres, (Alicante). WTD 8/31/66.

### 232 Men's, youths', boys' furnishings, work clothing

**GERMANY**—Men's shirts, blue jeans. Requests replies in German. Intercont Handelsgesellschaft mbH (importer, retailer), 6 Frankfurt am Main, Reuterweg 64. WTD 10/3/66.

**REPUBLIC OF SOUTH AFRICA**—Men's, boys' denim jeans. E. G. Paruk & Sons (Pty.), Ltd. (importer, wholesaler, manufacturer), 47 Queen St., Durban, Natal. WTD 9/26/66.

### 233 Women's, misses', juniors' outerwear

**GERMANY**—Women's dresses. Requests replies in German. Intercont Handelsgesellschaft mbH (importer, retailer), 6 Frankfurt am Main, Reuterweg 64. WTD 10/3/66.

### 236 Girls', children's, infants' outerwear

**GERMANY**—Children's dresses. Requests replies in German. Intercont Handelsgesellschaft mbH (importer, retailer), 6 Frankfurt am Main, Reuterweg 64. WTD 10/3/66.

### 239 Fabricated textile products

**FRANCE**—Housefurnishings: table sets, napkins, floor dust mops. Requests replies in French. Societe Toulemonde-Bochart (importer, wholesaler, commission merchant), 62 Blvd. de Sebastopol, Paris, 3e. WTD 3/31/66.

### 249 Wood products

**FRANCE**—Cork floor coverings. Docks des Cimenteries Reunies (manufacturer, importer, dealer), 115, Rue du Faubourg Poissonniere, Paris, 9e. WTD 4/26/66.

### 251 Household furniture

**FRANCE**—Patient foam latex rubber mattresses for radiology purposes. Requests replies in French. Direct purchase and agency. H.A.G. Universal Industrie S.A. (importer, dealer), 3, Rue Brunel, 75- Paris, 17e. WTD 11/12/65.

Radio, television cabinets. Direct purchase and agency. Societe l'Isocart (manufacturer, wholesaler), 162 Rue Pelleport, Paris, 20e. WTD 3/17/66.

### 252 Office furniture

**FRANCE**—Metal cabinets, metal stools, metal chairs, for doctors' consulting room. Requests replies in French. Direct purchase and agency. H.A.G. Universal Industrie S.A. (importer dealer), 3, Rue Brunel, 75- Paris, 17e. WTD 11/12/65.

### 254 Partitions, shelving, lockers, office, store fixtures

**FRANCE**—Metal shelving for doctors' consulting rooms. Requests replies in French. Direct purchase and agency. H.A.G. Universal Industrie S.A. (importer, dealer), 3, Rue Brunel, 75- Paris, 17e. WTD 11/12/65.

### 262 Paper mills, products

**PHILIPPINES**—Newsprint and all other kinds of paper in rolls. Direct purchase and exclusive agency. Mr. Jose Catindig, Executive Director, Agricom Development Co., Inc. (manufacturer), 233 San Rafael, Manila. WTD in preparation.

### 266 Building paper, building board mills

**NETHERLANDS**—Industrial building materials for use in home, factory building, furniture industry. C. van Opstal N.V., 1 Beneluxstraat, Oisterwijk. WTD 9/21/66.

### 273 Books

**PHILIPPINES**—Catholic religious books. Rev. E. Buerenkemper, SVD, Director, Catholic Trade School (importer, wholesaler, retailer, exporter, manufacturer), 1916 Oroquieta, P.O. Box 2036, Manila. WTD 7/30/65.

### 275 Commercial printing

**PHILIPPINES**—Music sheets and books. Guillermo S. Aquitania, Owner, Century Music Store (importer, wholesaler, retailer, assembler), 1070 Arlegui, P.O. Box 2982, Manila. WTD 9/1/65.

### 278 Bookbinding industries

**PHILIPPINES**—Bookbinding materials. Rev. E. Buerenkemper, SVD, Director, Catholic Trade School (importer, wholesaler, retailer, exporter, manufacturer), 1916 Oroquieta, P.O. Box 2036, Manila. WTD 7/30/65.

### 281 Industrial chemicals

● **BURMA**—Aluminum sulfate, 125 long tons, 17/18% $Al_2O_3$, technical grade, iron free, kibbled, packed in two hundredweight iron drums. Unit and total prices to be quoted separately f.o.b. and c & f, Rangoon, in £ sterling. Tender No. CHELM/LT/151/11/66-67 (POI-CF), bid deadline Nov. 15. The Procurement Manager, People's Oil Industry, P.O. Box No. 1049, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-2008).

**FRANCE**—Basic industrial inorganic, organic chemicals. Etablissements Schmitt-Jourdan (manufacturers, importers, wholesalers), 22, Rue de la Tourelle, 92, Boulogne s/ Seine. WTD 4/13/66.

**PHILIPPINES**—Chemical raw materials for synthetic resins manufacture. Mark M. Houshmand, President, Advance Resins Corporation (processor, indentor), Victoria Valley Blvd., Cainta, Rizal, P.O. Box 2081, Manila. WTD 7/20/65.

Artificial flavours and colors. James L. Go, Director, Research & Development Dept., Consolidated Foods Corp. (manufacturer), Bagong Ilog, Pasig, Rizal, P.O. Box 3542, Manila. WTD 4/3/65.

Chemical coloring and bleaching for human hair used in wig manufacturing. Demetrio Belmonte, Jr., President, D & L Enterprises (manufacturer, exporter), General Romulo St., Cubao, Quezon City. WTD 11/5/65.

### 282 Synthetic materials

**GERMANY**—Cellulose, bleached or unbleached. J. Feirabend, Zellstoffwattefabrik (manufacturer), 6272 Niedernhausen, Frankfurterstrasse 2. WTD 9/12/66.

**NETHERLANDS**—Insulating materials for electrotechnical and electronic industries such as laminated plastics in sheet, tubes, and rods, electrical tapes and adhesive tapes, transformer boards and papers, presspahn, fibers in sheets, tubes and rods, flexible varnished paper and fabrics. Direct purchase and agency. Exclusive representation requested. Technisch Import Bureau W. H. Poelman N.V., 38 F Bussumerstraat, Hilversum. WTD 8/9/66.

Plastic materials, sheets, rods, tubes, granules, powders, chemical coatings, vinyl, polyester, polyethylene, polystyrene, other phenolic, synthetic resins. Exclusive representation requested. Geswyn N.V. (importer, exporter, wholesaler), 132 Admiraal de Ruyterweg, Amsterdam. WTD 9/30/66.

**VENEZUELA**—Thin laminated plastic sheeting, low-pressure type, in rolls. Direct purchase and agency. George H. Gold—Representaciones (sales agent), Edificio Residencia Hilton, 503, Avenida El Casquillo, Colinas de Bello Monte, Caracas, or Apartado 6454, Caracas. WTD 6/13/66.

### 283 Drugs

**FRANCE**—Raw chemicals in bulk for use in pharmaceutical preparations. Etablissements Schmitt-Jourdan (manufacturers, importers, wholesalers), 22, Rue de la Tourelle, 92 Boulogne s/ Seine. WTD 4/13/66.

Medicinal chemicals: organic and inorganic, bulk, uncompounded, antibiotics: bulk, uncompounded, raw chemicals for chemical industry. Ste des Produits pour l'Industrie & l'Agriculture—S.P.I.A. (importer, dealer, commission merchant, agent), 11, Rue de Provence, Paris, 9e. WTD 7/12/66.

● **NEW ZEALAND**—Chlorpromazine hydrochloride tablets B.P., 25 mg.—250,000; 50 mg.—500,000; 100 mg.—750,000. To be packed in 5,000's in glass airtight containers protected from light or suitable alternative. Tender No. 3/11/696, bid deadline Nov. 3. Copies of tender available from New Zealand Senior Trade Commissioner in the U.S., 1145-19th St., NW., Washington, D.C. 20036, telephone: 202-FE 8-8820.

### 284 Soap, detergents, cleaning preparations, perfumes, cosmetics

**PHILIPPINES**—Cosmetics and perfumery. Ernie Pe, General Manager, Corona Bazar (importer, wholesaler, retailer), 539 Rizal Ave., P.O. Box 2309, Manila. WTD 3/28/66.

### 287 Agricultural chemicals

**BRAZIL**—Mixed fertilizers (nitrogenous, phosphate and potassic), ready-to-use agricultural pesticides and concentrates, including insecticides, fungicides, rodenticides and herbicides. Direct purchase and agency. Representacoes Tarjas Ltda. (wholesaler, retailer, agent), Rua Alcindo Guanabara 24, 16° andar, conjunto 1612, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 9/30/66.

**MALAYSIA**—Fertilizers, agricultural chemicals. Direct purchase and agency. Malayan Produce Co. (importer, exporter, wholesaler, indent agent), 127 Pitt St., Penang. WTD 3/6/66.

● Mixture of fertilizer materials for mature palms, up to 1,428 long tons, mixed as follows: 150 lb. sulfate of ammonia, 100 lb. Christmas Island phosphate rock, 36-38% $P_2O_5$, 100 lb. muriate of potash, 50 lb. Kieserite. Percents of N, $P_2O_5$, $K_2O$ and $MgO$ in the mixture follow: 7.9%, 9.0%, 15.0%, and 3.2%. Mix-

ture of fertilizer materials for young palms, up to 137 l.t., mixed as follows: sulfate of ammonia, 120 lb., Christmas Island phosphate rock, 60 lb., muriate of potash, 40 lb., Kieserite, 30 lb. Straight materials: C.I.R.P., up to 25 l.t. in 80 lb. bags; magnesium limestone, 21% $M_gO$, up to 975 l.t., in 112 lb. bags. Above materials to be supplied between Nov. and Oct., 1967. Bid deadline Nov. 7. Ministry of Agriculture and Co-operative, Jalan Swettenham, Kuala Lumpur.★ (Telephone: 202-WO 7-3465).

### 306 Fabricated rubber products

**FRANCE**—Shoe soles and soling strips, rubber composition and fiber, rubber coated shoe fabrics, rubber shoe heels. Etablissements L. Richoux (importer, dealer), 22, Cite Trevise, Paris, 9e. WTD 3/28/66.

Rubber floor coverings. Docks des Cimenteries Reunies (manufacturer, importer, dealer), 115, Rue du Faubourg Poissonniere, Paris, 9e. WTD 4/26/66.

**SPAIN**—Rubber foam waste. Vicente Sempere Colomer (importer), Calle San Miguel 8, Baneres, (Alicante). WTD 8/31/66.

### 307 Plastic products

**FRANCE**—Vinyl sheet floor coverings. Docks des Cimenteries Reunies (manufacturer, importer, dealer), 115, Rue du Faubourg Poissonniere, Paris, 9e. WTD 4/26/66.

Plastic shoe heels, plastic shoe soles, soling strips. Etablissements L. Richoux (importer, dealer), 22, Cite Trevise, Paris, 9e. WTD 3/28/66.

**NETHERLANDS**—Laminated plastic sheetings for insulating purposes, castings, polyester film reinforced with fibre glass. Exclusive representation requested. Geswyn N.V. (importer, exporter, wholesaler), 132 Admiraal de Ruyterweg, Amsterdam. WTD 9/30/66.

**SPAIN**—Polyester and polyurethane foams waste, other plastics waste. Vicente Sempere Colomer (importer), Calle San Miguel 8, Baneres, (Alicante). WTD 8/31/66.

### 313 Boot, shoe cut stock, findings

**FRANCE**—Leather shoe linings, leather shoe soles and laces, all kinds of shoe findings. Etablissements L. Richoux (importer, dealer), 22, Cite Trevise, Paris, 9e. WTD 3/28/66.

### 316 Luggage

**FRANCE**—Suit cases, leather cases and novelties to be sold as gift articles. Direct purchase and agency. Jean Cassegrain & Cie (manufacturer, importer, dealer), 20, Rue Saint-Fiacre, Paris, 2e. WTD 8/22/66.

### 317 Handbags, personal leather goods

**FRANCE**—Small personal leather goods: purses, key cases, billfolds, and novelty items to be sold as gift articles. Direct purchase and agency. Jean Cassegrain & Cie (manufacturer, importer, dealer), 20, Rue Saint-Fiacre, Paris, 2e. WTD 8/22/66.

### 319 Leather goods

**FRANCE**—Embossed leather goods and desk sets to be sold as gift articles. Direct purchase and agency. Jean Cassegrain & Cie (manufacturer, importer, dealer), 20, Rue Saint-Fiacre, Paris, 2e. WTD 8/22/66.

### 329 Abrasive, asbestos, nonmetallic mineral products

**AUSTRALIA**—Nonmetallic minerals, particularly specialized products such as chysotile asbestos and filter aid diatomite. Direct purchase and agency. Australian Clays & Industrial Minerals Ltd. (importer, retailer, wholesaler, manufacturer), 15 Nott St., Port Melbourne, S.C.7, Victoria. WTD 9/23/66.

**FRANCE**—Vinyl asbestos floor coverings. Docks des Cimenteries Reunies (manufacturer, importer, dealer), 115, Rue du Faubourg Poissonniere, Paris, 9e. WTD 4/26/66.

**NETHERLANDS**—Insulating materials for electrotechnical and electronic industries such as mica, mecanite, ceramics. Direct purchase and/or agency. Exclusive representation requested. Technisch Import Bureau W.H. Poelmann N.V. (importer, sales agent), 38 F Bussemerstraat, Hilversum. WTD 8/9/66.

### 331 Steel mill products

● **BURMA**—12,910 tons of steel round bars according to B.S. 15; 1961 or equivalent; tensile strength 28/33 tons per square inch and 16% minimum elongation with standard rolling tolerances and cutting margins; diameter sizes ranging from .25" to 1.50". Tender No. 127/T/CONST/PWC/66-67; bid deadline Nov. 12 Director of Engineers, Public Works Corp., 60 Shwedagon Pagoda Rd., Pagoda P.O. Rangoon.★ (Telephone: 202-WO 7-2363).

**GERMANY**—Material for tube well construction. Johann Keller GmbH (construction firm), 6 Frankfurt am Main, Hanauer Landstrasse 334. WTD 9/26/66.

● **IRAN**—24,720 meters of welded pipes and fittings. Pipe diameter ranges from 1" to 6". Tender No. A/707; bid deadline Dec. 5. Steel Corp. of Iran, Secretariat at Ferdowsi Square, 35 Forsat Ave., Tehran.

**ITALY**—Stainless steel sheets and strip from .2 to 10.00 mm in thickness. Direct purchase and agency. DELARI S.a.S. (wholesaler, agent), Via Cernaia 27, Torino. WTD 10/4/66.

### 333 Primary smelting, refining of non-ferrous metals

● **INDIA**—130 metric tons of tin ingot, 99.75%. Tender No. P/507/25/079, bid deadline Dec. 23. Director General of Supplies & Disposals, National Insurance Bldg., New Delhi, India. Documents available for $1.50 from India Supply Mission (Ref. No. D/ENQ/2128), 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

### 335 Rolling, drawing, extruding of nonferrous metals

**FRANCE**—Telephone wires and cables, wires and cables for electronic industry. Societe Industrielle de Produits Dielectriques (S.I.P.D.) (manufacturer, dealer), 17, Rue Eugene Durin, Noisy-le-Sec 93- Seine St. Denis. WTD 3/17/66.

**PHILIPPINES**—Insulated cables (type T.W., welding cables, nonmetallic sheated cables). Vicente Chua, Manager, Bee Seng Electrical Supply (importer, wholesaler, retailer), 514 Santo Cristo, Manila. WTD 2/13/65.

### 342 Cutlery, hand tools, general hardware

**PHILIPPINES**—Chainsaws, parts, accessories. Salustiano Wong, President, Chainsaw Services, Inc., 312-315 Shurdut Bldg., Intramuros, Manila. WTD 6/4/65.

Builders hardware. Direct purchase and agency. Rafael Beltran, Vice President-Comptroller, Elizalde & Co., Inc. (importer, wholesaler, indentor, exporter, manufacturer, producer, assembler, processor), 141 Ayala Ave., Makati, Rizal, P.O. Box 121, Manila. WTD 8/5/65.

**VENEZUELA**—Tools for automotive maintenance. Direct purchase and agency. Requests replies in Spanish. Repuestos Eterna, S.R.L. (sales agent, distributor), Calle El Loro, Quinta Crespo, Caracas. WTD 6/20/66.

### 348 Fabricated wire products

**PHILIPPINES**—Steel wire rope. Butuan Lumber Manufacturing Co., Inc., 601-609 Alliance Bldg., 410 Rosario, Manila.

### 349 Fabricated metal products

**PHILIPPINES**—Safes, vault doors. Direct purchase and agency. Rafael Beltran, Vice President-Comptroller, Elizalde & Company, Inc. (importer, wholesaler, indentor, exporter, manufacturer, producer, assembler, processor), 141 Ayala Ave., Makati, Rizal, P.O. Box 121, Manila. WTD 8/5/65.

### 351 Engines, turbines

● **ARGENTINA**—Supply and install four 30-megawatt or eight 14-megawatt, 50-cycle, gas turbine generator sets and auxiliary equipment including all switchgear and transformers from 13,200 volts to 6,600 volts, to 380 and 220 volts for station and auxiliary power. Specifications and bid documents (Spanish only) available from "SEGBA" by prepayment of 10,000 Argentine Pesos (approx. U.S.$46.) Correspondence and bids preferred in Spanish. Tender No. 2799, bid deadline 9:30 a.m., Dec. 1. SEGBA, Servicios Electricos del Gran Buenos Aires, Balcarce 184, Rm. 443, Buenos Aires, Argentina. Copy of specifications available for review only, not for loan, from the Power and Electrical Equipment Division, Rm. 4124, BDSA-662, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

● **BURMA**—Supply, erect, test, commission and site selection of one 60-megawatt, 50-cycle, 3-phase, 66-kilovolt, oil-fired steam generating power station near Rangoon. Specifications and bid documents available direct from Burma Electricity Supply Board for 100 Kyats on the American Embassy, Rangoon, by certified check for U.S. $21.15 Tender No. 664(T) EL (ESB)/65-66, bid deadline Feb. 28, 1967. The Controller of Stores, Electricity Supply Board, Ahlone/Strand Rd., Rangoon. One set of specifications available for review only, not for loan, from the Power & Electrical Equipment Division, BDSA, Rm. 4124, Department of Commerce, Washington, D.C. (Telephone: 202-WO 7-4241).

● **CHILE**—Empresa Nacional de Electricidad S. A. (ENDESA) request descriptive literature on Pelton turbines, both vertical and horizontal, to power approximately 20-megawatt generator. This literature is desired to complete files for specification preparation of public bids for hydro-electric power station El Toro. Finalization of specifications by ENDESA is desired to be accomplished by late 1966 or early 1967. Eventual total capacity of El Toro hydro power station is 100 megawatts. Literature and correspondence preferred in Spanish. Send to: Empresa Nacional de Electricidad S. A. "ENDESA", Ramon Nieto 920, Casilla (P.O.B.) 1392, Santiago.

**PHILIPPINES**—Diesel engine spare parts,

accessories. Silverio A. Acuna, General Manager, Clover Motor Supply, Inc. (retailer), 1183 Claro M. Recto Ave., Manila. WTD 7/16/65.

Air-cooled gasoline and diesel automotive engines. H. W. Saint-Onge, Vice President and General Manager, Air Mac Philippines, Inc. (importer, wholesaler, retailer, indentor), 101 P & M Bldg., 2129 Pasong Tamo, Makati, Rizal, P.O. Box 2969, Manila. WTD 5/17/66.

## 352 Farm machinery

**BRAZIL**—Crawler tractors with attachments, agricultural machinery, equipment for soil maintenance and preparation, planting, harvesting, other farm operations and processes. Direct purchase and agency. Representacoes Tarjas Ltda. (wholesaler, retailer, agent), Rua Alcindo Guanabara 24, 16° andar, conjunto 1612, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 9/30/66.

**COLOMBIA**—Full line of pasteurizing machinery, cream separators, butter-making equipment and coolers. Requests replies in Spanish. Jorge Dangond Daza (dairy farmer), Valledupar, Magdalena. WTD 9/28/66.

**PHILIPPINES**—Farm earthmoving equipment, hand tractors, implements, elevators, blowers. Direct purchase and agency. Sergio W. Jalbuena, Vice-President, Agricultural & Industrial Machineries, Inc. (importer, wholesaler, retailer, indentor, assembler), Epifanio de los Santos Ave., Mandaluyong, Rizal, P.O. Box 1151, Manila. WTD 11/22/65.

## 353 Construction, mining, materials handling machinery, equipment

**BELGIUM**—Machine or installation for conveying concrete by pneumatic pressure through metal pipes 50 cm. in diameter from mixer to construction frames, electric or pneumatic-driven drills (vibrating needles) for concrete. Direct purchase and agency for Belgium and Congo. Compagnie Nouvelle du Materiel Flottmann S.A. (importer, agent), 10 Rue des Bassins, Brussels. WTD 9/2/66.

**BRAZIL**—Earthmoving, rockmoving, other roadbuilding machinery, equipment. Direct purchase and agency. Representacoes Tarjas Ltda. (wholesaler, retailer, agent), Rua Alcindo Guanabara 24, 16° andar, conjunto 1612, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 9/30/66.

**GERMANY**—Small road construction machinery, equipment. Price quotations c.i.f. German or Dutch ports. Requests replies in German. Wilhelm Nobis (wholesaler), 28 Brauweiler Weg, 5 Koeln-Muengersdorf. WTD 8/10/65.

Machinery, equipment for drilling water wells. Johann Keller GmbH (construction firm), 6 Frankfurt am Main, Hanauer Landstrasse 334. WTD 9/26/66.

● **INDIA**—100 rock drills, wet type, suitable for ladder-drilling operation in tunnel driving with a standard 1" hexagonal x 6¼" drill shank. Tender No. 1023/BPO/PR/65115/D-274/Global, bid deadline Dec. 22. Chief Purchase Officer, Beas Purchase Organization, Talwara Township. Punjab. Free documents available from India Supply Mission (Ref: D/ENQ/2133), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● 60 automatic feeding devices, pneumatically operated, for pushing and pulling of medium weight (27 to 30 kg) rock drills moving on feed beam. Tender No. 1023/Beas/PR/56116/D-275/Global, bid deadline Dec. 21. Chief Purchase Officer, Beas Organization, Talwara Township, Punjab. Free documents available from India Supply Mission (Ref: D/ENQ/2134), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

**PHILIPPINES**—Mining machinery, equipment, and spare parts. Direct purchase and agency. Rafael Beltran, Vice President-Comptroller, Elizalde & Co., Inc. (importer, wholesaler, indentor, exporter, manufacturer, producer, assembler, processor), 141 Ayala Ave., Makati, Rizal, P.O. Box 121, Manila. WTD 8/5/65.

Diesel tractor equipment and parts. Tay Fernandez, President, Equiparts International, Inc. (importer, wholesaler, indentor, exporter), 215 Manhattan Bldg., Nueva St., Manila. WTD 9/14/65.

Shoveloaders, forklifts, graders, payloaders. Direct purchase and agency. Ricardo M. Alindayu, Vice-President, Bormaheco, Inc. (importer, wholesaler, retailer, indentor, exporter, manufacturer), 245 Buendia Ave., Makati, Rizal, P.O. Box 1777, Manila. WTD 2/13/65.

Industrial tractor spare parts (HD21A, TD-20, HD-20, and D-9). Leo V. Fanuncio, Secretary, R. C. Aquino Timber & Plywood Co., Inc. (manufacturer, exporter, importer, wholesaler, retailer), 608-612 Roman Santos Bldg., Plaza Goiti, Manila. WTD 1/31/66.

## 354 Metalworking machinery

**AUSTRIA**—Automotive maintenance equipment for industry and repair shops, machine tools. Direct purchase and agency. Ing. E. Koschier (importer. wholesaler, retailer, agent), Moosstrasse 5, A-5020 Salzburg. WTD 9/30/66.

**FRANCE**—Machine tools, metal cutting and forming types, coil winding machines. Direct purchase and agency. Dufour Pere, Fils & Cie (manufacturer, importer, dealer), 11, Rue Aspirant-Dargent, 92 Levallois-Perret. WTD 6/22/66.

● **INDIA**—One 400-ton hydraulic wheel press capable of forcing wagon and locomotive wheels on and off their axles; max. wheel dia. 2000 mm, max. axle length 3000 mm. Tender No. 408/18/088/30.8.66, bid deadline Nov. 18. Global procurement. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Copies of tender documents available for $1.10 each from India Supply Mission, 2536 Massachusetts Ave. N.W., Washington, D.C. 20008, Ref. No. ISM D/ENQ/2121.

**MALAYSIA**—Complete plant for producing galvanizing pipe with capacity of up to 2,500 tons per month. Soon Seng & Co. (importer, retailer, wholesaler, manufacturer), 27 Malay St., Kuala Lumpur. WTD 8/19/66.

**NEPAL**—Can-making machines—capacity 1 ton per day each: 18.5 liters tin, 5 liter tins of rectangular size, 2 liters, 1 liter and 5 milliliters of round type. Quotations, catalogues c.i.f. Calcutta. Nepal Motor Company (importer. exporter), Biratnagar (Nepal). P.O. Jogbani, Purnea District, Bihar (India). WTD 2/9/66.

**NETHERLANDS**—Small power-driven hand tools saleable to garages and fleetowners. Exclusive representation of American manufacturers and/or their export houses requested. N. V. Technisch Bureau M. Weiierman (importer, wholesaler, sales agent), 128-134 Brouwersgracht, Amsterdam. WTD 11/5/65.

## 355 Special industry machinery

**BELGIUM**—Bottling machinery: breweries, dairies, soft drink, mineral waters' industries. Direct purchase and agency. Usines A. Vandergeeten S.P.R.L. (manufacturer), 253-257 Rue de Birmingham, Brussels. WTD 9/7/66.

**FRANCE**—Pharmaceutical machinery, drug machinery. Direct purchase and agency. Ste des Produits pour l'Industrie & L'Agriculture—S.P.I.A. (importer, dealer, commission merchant, agent), 11, Rue de Provence, Paris, 9e. WTD 7/12/66.

**NETHERLANDS**—Plastic working machinery. Geswyn N.V. (exporter, importer, wholesaler), 132 Admiraal de Ruyterweg, Amsterdam. WTD 9/30/66.

**PAKISTAN**—Machinery and equipment for assembly of television sets. Requests catalogs, quotations, c. & f., Karachi. Mahomed Ebrahim & Co. (1953) Ltd. (importer), 500/14 Inverarity Road, Karachi 3. WTD 5/10/66.

**PHILIPPINES**—Pilot plant for food product industries. James L. Go, Director, Research & Development Dept., Consolidated Foods Corp. (manufacturer), Bagong Ilog, Pasig, Rizal P.O. Box 3542, Manila. WTD 4/3/65.

Logging equipment and spare parts. Direct purchase and agency. Ricardo M. Alindayu, Vice-President, Bormaheco, Inc. (importer, wholesaler, retailer, indentor, exporter, manufacturer), 245 Buendia Ave., Makati, Rizal P.O. Box 1777, Manila. WTD 2/13/65.

Logging equipment including trucks, tractors, spare parts. Butuan Lumber Manufacturing Co., Inc. (producer), 601-609 Alliance Bldg., 410 Rosario, Manila. WTD 8/30/65.

Offset presses, typesetting equipment. Adriano T. Canoy, Manager & Proprietor, A. T. Canoy's Merchandising Co. (importer, wholesaler, indentor, exporter, manufacturer, producer), 2022 Int. 34, Gregorio Perfecto, Manila. WTD 12/29/65.

Printing machines, equipment, materials. Rev. E. Buerenkemper, SVD, Director, Catholic Trade School (importer, wholesaler, retailer, exporter, manufacturer), 1916 Oroquieta, P.O. Box 2036, Manila. WTD 7/30/65.

Plywood manufacturing equipment, supplies, accessories. Leo V. Fanuncio, Secretary, R.C. Aquino Timber & Plywood Co. Inc., (manufacturer, exporter, importer, wholesaler, retailer), 608-612 Roman Santos Bldg., Plaza Goiti, Manila. WTD 1/31/66.

Jewelers' equipment, supplies. Direct purchase and agency. Ramiro S. de Joya, Manager, Famous Enterprises (importer, wholesaler, retailer, indentor), 212 Garcia Bldg., 636 Rizal Ave., Manila. WTD in preparation.

## 356 General industrial machinery

**AUSTRIA**—Ball and roller bearings, needle bearings for machinery and automotive equipment. Miniature type anti-friction bearings for instruments. Direct purchase and agency. Franz Eisenwagen (importer, wholesaler), Neubaugasse 51, A-1070 Vienna. WTD 9/29/66.

**BRAZIL**—Ball, roller bearings, parts for general industrial use and farm machinery. Direct purchase and agency. Representacoes Tarjas Ltda. (wholesaler, retailer, agent), Rua Alcindo Guanabara 24, 16° andar, conjunto 1612, Rio de Janeiro, ZC-06, Estado da Guanabara. WTD 9/30/66.

**LIBERIA**—Manual hydraulic pumps of one-gallon to five-gallon capacity which can be connected to hydraulic tools by quick fix connectors, pumps for tools of different sizes. Direct purchase and agency. Werner Christlieb (dealer), P.O. Box 507, Monrovia. WTD 6/26/66.

**PHILIPPINES**—Air compressors. Charles B. Rodriguez, Manager, Automotive Parts &

Equipment Co., Inc. (importer, wholesaler, retailer, indentor), No. 10 Quezon Blvd. Ext., Quezon City, P.O. Box 2048, Manila. WTD 8/17/65.

### 357 Office, computing, accounting machines

**FRANCE**—Electronic computing and associated information processing equipment: analog computers, digital computers, etc. Requests replies in French. S.A.P.E.M.—Ste d'Appareils de Physique et d'Electricite Medicale (manufacturer, dealer), 24, Rue Miollis, Paris, 15e. WTD 3/16/66.

### 358 Service industry machines

**FRANCE**—Refrigeration equipment for commercial purposes. Froid-Satam-Neve (manufacturer, wholesaler), 1, Rue Gambetta, 93 La Courneuve. WTD 3/14/66.

Refrigeration equipment for commercial purposes. Requests replies in French. Direct purchase and agency. Societe Coval (manufacturer, importer, dealer), 77-79, Ave. de Coeuilly, 94 Champigny-sur-Marne. WTD 9/8/66.

**GERMANY**—Water treatment plants for swimming pools, small water softening apparatus. Direct purchase and agency. August Klueber (manufacturer, exporter), 6905 Schriesheim/Bergstrasse, Landstrasse. WTD 9/28/66.

### 360 Electrical machinery, equipment, supplies

**AUSTRALIA**—Electrical and electronic equipment of all types. F. R. Mayfield Pty. Ltd. (wholesaler, manufacturer), 11 Halifax St., Adelaide, South Australia. WTD 10/3/66.

### 361 Electric transmission, distribution equipment

**FRANCE**—Electronic measuring instruments: inductor, resistor, tube characteristic measuring instruments, etc. Requests replies in French. Etablissements Lemouzy (manufacturer, dealer), 63, Rue de Charenton, 75-Paris (12). WTD 3/16/66.

Recording instruments for measuring electricity; analyzers for testing electrical characteristics; electronic test equipment. Direct purchase and agency. Comptoir Commercial d'Importation (importer, dealer, agent), 42, Rue Etienne Marcel, Paris, 2e. WTD 3/18/66.

Electronic water testing equipment. Etablissements Torrix (manufacturer, dealer), 66 Rue Anatole France, 92 Levallois-Perret. WTD 3/17/66.

**PHILIPPINES**—Circuit breakers. Vicente Chua, Manager, Bee Seng Electrical Supply (importer, wholesaler, retailer), 514 Santo Cristo, Manila. WTD 2/13/65.

● **SYRIA**—Supply of four mobile transformers, 250 and 400 KVA, for use on 115/200V and 220/280V, AC, mounted on 4-wheel trailer. Tender No. 39, bid deadline Nov. 10. Terms and conditions of tender available for $10 from the Syrian Electricity Institution, Directorate of Financial Affairs, Contracts Division, Balkiss St., Damascus.

● **TURKEY**—Supply of one 154/30 KV, 6300 KVA, 3-phase, step-down transformer with 154 KV, 630 amp., 2500 MVA low oil breaker and 30 KV, 400 amp., 500 MVA, low oil breaker; one 6.3/30 KV, 2500 KVA, 3-phase, step-up transformer with 30 KV, 400 amp., 500 MVA, low oil breaker; one 34.5 KV, 400 amp., 500 MVA, low oil breaker. The above items should include instruments, instrument transformers and protection equipment.

Qualification certificates will be issued to selected applicants prior to issuance of bidding specifications. Interested firms are requested to apply to DSI Barajlar ve Hidroelektrik Santrallar Dairesi Baskamligi, Ruzgarlu Sokak, Catal Han, Kat 5, Ulus, Ankara (State Hydraulic Works, Dams & Hydroelectric Power Stations Dept.), with catalogs, no later than Nov. 24. Qualified firms will be supplied with two copies of specifications on payment of $8. The result of applications may be learned after Dec. 3.

### 362 Electrical industrial apparatus

● **ETHIOPIA**—Supply one 120-kilowatt diesel generator set. Specifications, terms and bid forms available from Civil Aviation Dept., Stores & Supply Section, Civil Aviation Administration, P.O. Box 798, Addis Ababa, upon prepayment of Ethiopian $15 (U.S. $6). Bid deadline 12 noon, Nov. 5.

**FRANCE**—Rectifiers; electric relays. Direct purchase and agency. Comptoir Commercial d'Importation (importer, dealer, agent), 42, Rue Etienne Marcel, Paris, 2e. WTD 3/18/66.

Fixed and variable electronic capacitors, condensers, and rectifiers. Pizon Bros. (manufacturer, importer, dealer), 18, Rue de la Felicite, Paris, 17e. WTD 9/29/65.

● **IRAN**—18.7 tons of general purpose steel welding electrodes, various sizes. Tender No. 186/45, bid deadline Jan. 4. Iranian State Railways, Maydane Rah-ahan, Tehran.★ (Telephone: 202-WO 7-5652).

**NETHERLANDS**—Insulating and other materials for electrotechnical and electronic industries, such as bushings, condensers, sleevings, wire, bobbins, copper clad laminated plastics and other materials, mouldings, lamited plastics in sheets, tubes, and rods. Direct purchase and/or agency. Exclusive representation requested. Technisch Import Bureau W. H. Poelman N.V. (importer, sales agent), 38 F. Bussumerstraat, Hilversum. WTD 8/9/66.

**PHILIPPINES**—Electric motors, and industrial controls. Vicente Chua, Manager, Bee Seng Electrical Supply (importer, wholesaler, retailer), 514 Santo Cristo, Manila. WTD 2/13/65.

Generators and welders. Direct purchase and agency. Ricardo M. Alindayu, Vice-President, Bormaheco, Inc. (importer, wholesaler, retailer, indentor, exporter, manufacturer), 245 Buendia Ave., Makati, Rizal; P.O. Box 1777, Manila. WTD 2/13/65.

### 364 Electric lighting, wiring equipment

**FRANCE**—Electric lamps; metal reflectors and fittings; complete electric light bulbs; incandescent & fluorescent electric lighting equipment. Direct purchase and agency. Comptoir Commercial d'Importation (importer, dealer, agent), 42, Rue Etienne Marcel, Paris, 2e. WTD 3/18/66.

Switches for radio and television. Direct purchase and agency. Societe l'Isocart (manufacturer, wholesaler), 162, Rue Pelleport, Paris, 20e. WTD 3/17/66.

**PHILIPPINES**—Lighting fixtures and metal reflectors and fittings; conduit pipes and fittings; enclosed safety switches; incandescent and fluorescent lamps. Vicente Chua, Manager, Bee Seng Electrical Supply (importer, wholesaler, retailer), 514 Santo Cristo, Manila. WTD 2/13/65.

### 365 Radio, television receiving sets

**FRANCE**—Deflection equipment for color television. Direct purchase and agency. Requests replies in French. Daniel Pierre—Constructions Electroniques (manufacturer, dealer)—17, Rue Jean Moulin, 94-Vincennes. WTD 3/16/66.

**PHILIPPINES**—Radio and television spare parts. Direct purchase and agency. Rafael Beltran, Vice President-Comptroller, Elizalde & Co., Inc. (importer, wholesaler, indentor, exporter, manufacturer, producer, assembler, processor), 141 Ayala Ave., Makati, Rizal, P.O. Box 121, Manila. WTD 8/5/65.

### 366 Communication equipment

**FRANCE**—Marine electronic equipment such as: beacons, guidance computers, special marine connectors, transmitters—telegraphy & telephony marine equipment—transmitters-receivers S.O.S., radioelectric equipment, marine loudspeakers, automatic pilots, radionavigation radars, ultrasonic sounding equipment, sound systems, and sonar training simulators. Compagnie Commerciale d'Electronique (importer, dealer), 17, Rue Grignan, 13 Marseille (6). WTD 3/17/66.

### 367 Electronic components, accessories

**FRANCE**—Impregnating product used in fabrication of capacitors for electronics industry. Quantity required estimated at one metric ton per annum, delivery to be made in three or more shipments. Le Condensateur Statique Moderne (manufacturer, dealer), 1, Rue Rossignol Dubost—92, Gennevilliers. WTD 2/10/66.

Semi conductor devices; transistorized devices; electronic condensers; electron tubes. Direct purchase and agency. Comptoir Commercial d'Importation (importer, dealer, agent), 42, Rue Etienne Marcel, Paris, 2e. WTD 3/18/66.

Specialty resistors for electronic end-products; standard semi-conductor devices. Requests replies in French. Etablissements Lemouzy (manufacturer, dealer). 63, rue de Charenton, 75—Paris (12). WTD 3/16/66.

Electronic components for radio and television, such as: converters, tuners, capacitors, relays, tubes and circuit components. Direct purchase and agency. Societe l'Isocart (manufacturer, wholesaler), 162, rue Pelleport, Paris, 20e. WTD 3/17/66.

Components for printed circuits. Requests replies in French. Direct purchase and agency. Comptoir du Materiel Electronique—COMATEL (manufacturer, importer, wholesaler, retailer, agent), 8, avenue Jean Jaures, 92 Malakoff. WTD 6/28/66.

Electronic components: semi conductor devices, solid state resistors for electronic end-products and all new types of electronic components. Pizon Bros. (manufacturer, importer, dealer), 18, rue de la Felicite, Paris, 17e. WTD 9/29/65.

**GERMANY**—Displacement and force measurement transducers; electronic recorders, 0-30 cps., 100 mm. chart. Direct purchase and agency. Hugo Sachs Elektronik (manufacturer, exporter), 7801 Buchheim bei Freiburg i. B., Schulberg 1. WTD 9/26/66.

### 369 Electrical machinery, equipment, supplies

**ECUADOR**—Materials and machinery for manufacture of 1.5 volt dry cell batteries for flashlight and radio use (anticipated production

volume; 15 million units per annun). Henry Cohen (manufacturer), Fabrica Melltex, Casilla 3222, Quito. WTD in preparation.

**FRANCE**—X-ray accessories and supplies, such as: patient elevating stands, self-luminous goblets, and similar products. Requests replies in French. Direct purchase and agency. H.A.G. Universal Industrie S.A. (importer, dealer), 3, rue Brunel, 75—Paris, 17e. WTD 11/12/65.

## 371 Motor vehicles, motor vehicle equipment

**BRAZIL**—Motor vehicle bearings. Direct purchase and agency. Representacoes Tarjas Ltda. (wholesaler, retailer, agent), Rua Alcindo Guanabara 24, 16° andar, conjunto 1612, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 9/30/66.

**GERMANY**—Constructional parts for trucks and trailers. Requests offers with price quotations f.o.b. New York or c.i.f. Bremen or Rotterdam. Emil Suer (importer, exporter, wholesaler), P.O. Box 820, 563 Remscheid. WTD 9/28/66.

**NEPAL**—Automobile parts; gear parts and other disposal parts for G.M.C. military trucks and jeeps. Requests catalogues, quotations c.i.f. Calcutta. Nepal Motor Co. (import, export), Biratnagar (Nepal) P.O. Jogbani, Purnea District, Bihar (India. WTD 2/9/66.

**PHILIPPINES**—Automotive spare parts. Charles B. Rodriguez, Manager, Automotive Parts & Equipment Co., Inc. (importer, wholesaler, retailer, indentor), No. 10 Quezon Boulevard Ext., Quezon City; Box 2048, Manila. WTD 8/17/65.

Automotive parts and accessories including Army surplus jeep and truck parts; rebuilt auto and truck parts. Vicente E. Tang, President, Asiatic Auto & Electrical Supply Co., Inc. (importer, wholesaler, retailer), 1188-1190 Claro M. Recto Avenue, Box 3569, Manila. WTD 8/10/65.

Automotive spare parts. Eduardo Lao, Manager, Chuan Lam Auto Supply (importer, wholesaler), 509-511 Ylang-Ylang Binondo, Manila. WTD 2/18/65.

Automotive spare parts, accessories. Silverio A. Acuna, General Manager, Clover Motor Supply, Inc. (retailer), 1183 Claro M. Recto Ave., Manila. WTD 7/16/65.

Automobile air-conditioners. Demetrio Belmonte, Jr., President, D & L Enterprises (manufacturer, exporter), General Romulo St., Cubao, Quezon City. WTD 11/5/65.

Automotive replacement parts. Tay Fernandez, President, Equiparts International, Inc. (importer, wholesaler, indentor, exporter), 215 Manhattan Bldg., Nueva St., Manila. WTD 9/14/65.

Automotive replacement parts and accessories including ring and pinion gears, engine bearings, pistons, connectig rods, carburetor repair kits, fuel systems, chassis joints, tie rod ends, and drag links. Direct purchase and agency. A. Manzano, Office Manager, Dupro Philippines, Inc. (importer, wholesaler, retailer, indentor), 1007 United Nations Ave., Box 570, Manila. WTD 7/15/65.

**VENEZUELA**—Spare parts, accessories for automotive vehicles. Direct purchase and agency for entire country. Requests replies in Spanish. Repuestos Eterna, S.R.L. (sales agent, distributor), Calle El Loro, Quinta Crespo, Caracas. WTD 6/20/66.

## 372 Aircraft, parts

● **ARGENTINA**—Supply tubes. Tender No. 51207076004, bid deadline Nov. 7. Spare parts, accessories for Douglas DC-3 aircraft; supply assemblies, spare parts for R-1830 and R-2000 engines. Tender Nos. 51103056804 and 51102-056803, respectively. Bid deadline Nov. 18. For all above tenders see conditions at the Argentine Aeronautical Military Mission, 12 West 56th St., 4th floor (P.O. Box 208—Radio City Station) New York, N.Y. 10019.

● **CEYLON**—Supply helicopter for Royal Ceylon Air Force, Colombo. Tender No. RCyAF/S.220/EQ, bid deadline Nov. 1. Copies of tender schedule can be obtained on written application with reference to No. 271 from Embassy of Ceylon, 2148 Wyoming Ave. NW., Washington, D.C. 20008.

## 381 Engineering, laboratory, scientific, research instruments

**FRANCE**—Aeronautical equipment and instruments. Europavia-France (importer, dealer), 2, Avenue de Messine, Paris, 8e. WTD 11/2/65.

**PHILIPPINES**—Laboratory equipment for food product industries. James L. Go, Director, Research & Development Dept., Consolidated Foods Corp. (manufacturer), Bagong Ilog, Pasig, Rizal; Box 3542, Manila. WTD 4/3/65.

## 382 Instruments for measuring, controlling, indicating physical characteristics

**FRANCE**—Aircraft instruments, navigation systems, test equipment and specially designed instruments and devices suitable for utilization on small passenger airplanes (300 hp. in power, or less), including: servo-motors; synchros; tachometers and generators; angle-counters; distance indicators; computers; related devices. Direct purchase and agency. Comptoir de Fournitures Aeronautiques (dealer), Boite Postale No. 75—Route de Monfort; 40- Dax, Landes. WTD 9/29/66.

Measuring instruments (pressure, fluid flow, liquid level, density, etc.). Europavia-France (importer, dealer), 2, Avenue de Messine, Paris, 8e. WTD 11/2/65.

## 383 Optical instruments, lenses

**AUSTRIA**—Spectacle lenses and frames, magnifying glasses, viewers, binoculars, other optical instruments. Direct purchase and agency. Requests replies in German. Josef Bauzher (importer, wholesaler), Rauhensteingasse 10, A-1010 Vienna. WTD 9/27/66.

## 384 Surgical, medical, dental instruments

**FRANCE**—Hypodermic syringes and needles. Direct purchase and agency. Requests replies in French. H.A.G. Universal Industrie S.A. (importer, dealer), 3, Rue Brunel, 75- Paris, 17e. WTD 11/12/65.

**GERMANY**—Electronic apparatus for anaesthesists, for physiological and pharmacological laboratories; transducers for blood pressure. Direct purchase and agency. Hugo Sachs Elektronik (manufacturer, exporter), 7801 Buchheim bei Freiburg i. B., Schulberg 1. WTD 9/26/66.

**ITALY**—Medical, surgical equipment, instruments, including blood pressure apparatus, metabolism apparatus, surgical knives, stethoscopes. Direct purchase and agency. Catalogs and price lists desired. Requests replies in Italian Gaetano Canciglia (retailer, wholesaler, importer, manufacturers' agent), 8 Via Marco Polo, Palermo. WTD 10/3/66.

**PHILIPPINES**—Dental equipment, instruments, supplies. Direct purchase and agency. Ramiro S. de Joya, Manager, Famous Enterprises (importer, wholesaler, retailer, indentor), 212 Garcia Bldg., 636 Rizal Ave., Manila. WTD in preparation.

## 386 Photographic equipment

● **IRAQ**—Supply of 70 boxes of various kinds of photographic film, 100 packets, 36 tins of developer, 24 tins of bleacher. Tender No. Supplement /MISC/13-965, bid deadline Nov. 22. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2939).

---

**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

---

## 393 Musical instruments, parts

**PHILIPPINES**—Pianos, organs. Guillermo S. Aquitania, Owner, Century Music Store (importer, wholesaler, retailer, assembler), 1070 Arlegui, Box 2982, Manila. WTD 9/1/65.

## 394 Toys, amusement, sporting goods

**ECUADOR**—Full line of mountain climbing and camping equipment for use at extreme altitudes above snow line. Catalogs requested with offers. Direct purchase and agency. Dorlia Cia Ltda. (importer, retailer), Avenida 10 de Agosto 817, Quito, (mailing address P.O. Box 2715). WTD in preparation.

**VENEZUELA**—Toys, all types. Direct purchase and agency. Importadora Harely, S.R.L. (importer), Aptdo. 12904-Coliseo, Caracas. WTD 9/27/66.

## 399 Manufacturing industries

**FRANCE**—Leather cigarette lighters and cigarette holders of a novelty character, to be sold as gift articles. Direct purchase and agency. Jean Cassegrain & Cie (manufacturer, importer, dealer), 20, Rue Saint-Fiacre, Paris, 2e. WTD 8/22/66.

Linoleum, asphalted-felt-base, and all hard surface floor coverings. Docks des Cimenteries Reunies (manufacturer, importer, dealer), 115, Rue du Faubourg Poissonniere, Paris, 9e. WTD 4/26/66.

**PHILIPPINES**—Catholic religious articles. Rev. E. Buerenkemper, SVD, Director, Catholic Trade School (importer, wholesaler, retailer, exporter, manufacturer), 1916 Oroquieta, Box 2036, Manila. WTD 7/30/65.

## 504 Groceries, related products

**JAPAN**—Shelled or unshelled U.S. pecans. Requests samples and prices c.i.f. Nagoya. Katoh & Co., Ltd. (importer), 15-17 Nishiki 1-chome, Naka-ku, Nagoya. WTD 10/3/66.

## 505 Farm products, raw materials

**FRANCE**—Sheepskins, goatskins. Commission basis. Societe Bapic (importer, commission merchant), 3 Blvd. Amiral Jaures, 81—Graulhet. WTD 9/28/66.

## 509 Wholesalers

**ITALY**—Nonferrous scrap metals such as aluminum, bronze, brass, copper, zinc and lead. Annual requirement from 10,000 to 12,000 met-

ric tons. G. Veglio & C. (manufacturer), 48/49 Via Druento, Turin. WTD 2/18/66.

## NATO wants bids on charges

The SACLANT-ASW Research Centre at La Spezia, Italy, (a NATO organization) has announced an invitation to bid for 2200 explosive charges for use as underwater sound sources.

Bids must be received by SACLANT by Nov. 30.

All U.S. firms interested in participating and who are certified eligible to participate in NATO International Competitive Bidding are invited to obtain a loan copy of the invitation to bid from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230.

U.S. firms who would like to be certified for NATO may write to the Staff and request a copy of the Department's brochure, "Doing Business with NATO".

## Taiwan to purchase VHF radio telephone stations

The Purchasing Department, Central Trust of China, has issued Tender No. GF4B-25497D, for one 30-watt base station, two mobile 30-watt stations.

Bid deadline is 10 a.m., Nov. 3.

Bid should offer one base station rack mounted transmitter/receiver, 30 watts, on frequency band of 169.25 MC, duplex operation, complete with high-gain stacked antennas, plus two solid-state mobile two-way radio units, for 12 volt DC battery operation, power output 30 watts, frequency 169.25 MC, complete with omnidirectional antenna.

Copies of tender announcement and specifications are available from the Central Trust of China, 49 Wuchang St., Purchasing Dept., Sec. 1, Taipei, Taiwan, or on a short-term loan basis to firms located in the United States from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: Code 202-967-4036).

# Sales Representation

*The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.*

### 202 Dairy products

**ITALY**—Dairy products and related by-products. Requests replies in Italian, French. Verga Fratelli S.n.c. (importer), Via Alcarotti 6, Torino. WTD 10/4/66.

### 220 Textile mill products

**FRANCE**—Textiles of various categories, fabrics, piece goods, and related products, including synthetic fabrics; principally articles suitable for sale in Africa. Cofrimex, S.A. (sales agent, dealer), 106 Rue Belleville, 33—Bordeaux, Gironde. WTD 9/30/66.

### 254 Partitions, shelving, lockers, office, store fixtures

**NETHERLANDS**—Front and back counters, kitchen equipment for hotels, restaurants. Exclusive agency. Van Zwanenburg N.V. (importer, wholesaler, manufacturer, exporter, agent), Groothandelsgebouw, Rotterdam-4. WTD 9/22/66.

### 261 Pulp mills, products

**PHILIPPINES**—Wood pulp. Robert Dan, President and General Manager, Robert Dan & Company, Inc. (importer, wholesaler, indentor), 1642 San Marcelino, Manila. WTD 10/13/65.

### 262 Paper mills, products

**PHILIPPINES**—Diazo papers. Francisco R. Floro, Vice President, Engineering Reproductions, Inc. (importer, wholesaler, retailer, producer), 500 Echague, Box 2133, Manila. WTD 3/29/65.

### 264 Converted paper, paperboard products

**PHILIPPINES**—Stationery. Miss Christine T. Pe, Asst. General Manager, Continental Indent House (indentor), 562 Wellington Building, Plaza Calderon, Box 4196 or 2402, Manila. WTD in preparation.

### 265 Paperboard containers, boxes

**GERMANY**—Paper cups, paper plates and miscellaneous disposable paper products. Requests replies with price quotations c.i.f. Rotterdam or Hamburg. Requests replies in German. Rudolf Moeller, 22 Ziethenstrasse, 46 Dortmund.

### 266 Building paper, building board mills

**NETHERLANDS**—Hardboard, softboard, flaxboard, woodchipboard. Agency for Benelux countries. Th.J.L. van den Berg, Beveka Combinatie N.V. (importer, wholesaler, exporter, agent), 30 Stadhuisplein, Rotterdam. WTD 9/26/66.

### 273 Books

**NEW ZEALAND**—Trade and technical books for industry. Maurice W. Kennedy (importer), 166 Rossall Street, Christchurch. WTD 10/13/66.

### 281 Industrial chemicals

**FRANCE**—Inorganic and organic chemicals in bulk for the cosmetic industry, all natural & artificial tanning products, medicinal chemicals and botanicals, organic color pigments, chemicals for the metal industry. S.E.R.G.I.—Societe d' Etudes et de Realisations, Generales Industrielles (manufacturer, dealer), 32. Boulevard Rochechouart, 75- Paris (18e). WTD 9/15/66.

**PHILIPPINES**—Chemicals for paper, coconut, plastic, mining, chemical, and textile industries. Jesus T. Villanueva, Vice President and Sales Manager, Beavers, Inc. (importer, wholesaler, retailer, indentor), 105 Apo Street, Sta. Mesa Heights, Quezon City, Box 1046, Manila. WTD 11/26/65.

Industrial chemicals for paint, rubber, textiles, leather, food/meat, steel industries; flavors and food colors. C. Reyes Bayot, President and General Manager, Allied Manufacturing and Trading Company, Inc. (importer, wholesaler, retailer, indentor), 2020 Shaw Boulevard, Pasig, Rizal, P.O. Box 3461, Manila. WTD 1/17/66.

Chemicals, especially for paper mills. Robert Dan, President and General Manager, Robert Dan & Company, Inc. (importer, wholesaler, indentor), 1642 San Marcelino, Manila. WTD 10/13/65.

**TAIWAN**—Industrial chemicals, all kinds. Malin Enterprises Ltd. (agent, exporter), 80 Po Ai Road, Taipei. WTD 10/3/66.

### 283 Drugs

**ITALY**—Pharmaceutical specialties of all kinds. Catalogs price lists desired. Requests replies in Italian. Gaetano Canciglia (retailer, wholesaler, importer, manufacturer, agent), 8 Via Marco Polo, Palermo. WTD 10/3/66.

**PAKISTAN**—Medicinal chemicals, pharmaceuticals, raw materials for pharmaceutical industry. Requests quotations c. & f., Karachi. S. Ahmed Agencies (importer), P.O. Box No. 151, Noor Chambers, Robson Road, Karachi. WTD 3/10/66.

Drugs, medicines and pharmaceuticals. Requests catalogs, quotations, c. & f., Karachi. Capitol Chemico (importer), Opp. Iddgah, Jamia Cloth Market, Bunder Road, Karachi. WTD 9/13/66.

**PHILIPPINES**—Pharmaceuticals, bulk chemicals (USP and reagents). J. Buenazedacruz, Vice-President and Corporate Secretary, Allied Manufacturing and Trading Company, Inc. (importer, wholesaler, retailer, indentor), 2020 Shaw Blvd., Pasig, Rizal, P.O. Box 3461, Manila. WTD 1/17/66.

### 285 Paints, varnishes, lacquers, enamels

**PHILIPPINES**—Raw materials for paint industry. Mark M. Houshmand, President, Advance Resins Corporation (processor, indentor), Victoria Valley Blvd., Cainta, Rizal, P.O. Box 2081, Manila. WTD 9/20/65.

### 289 Chemical products

**PHILIPPINES**—Essential oils. J. Buenazedacruz, Vice-President and Corporate Secretary, Allied Manufacturing and Trading Company, Inc. (importer, wholesaler, retailer, indentor), 2020 Shaw Blvd., Pasig, Rizal, P.O. Box 3461, Manila. WTD 1/17/66.

Raw materials for printing ink industry. Mark M. Houshmand, President, Advance Resins Corp. (processor, indentor), Victoria Valley Blvd., Cainta, Rizal, P.O. Box 2081, Manila. WTD 9/20/65.

### 306 Fabricated rubber products

**PHILIPPINES**—Power transmission and conveyor belts. Robert Dan, President and General Manager, Robert Dan & Company, Inc. (importer, wholesaler, indentor), 1642 San Marcelino, Manila. WTD 10/13/65.

### 307 Plastic products

**PHILIPPINES**—Kitchenware, plastic. Miss Christine T. Pe, Asst. General Manager, Continental Indent House (indentor), 562 Wellington Bldg., Plaza Calderon, P.O. Box 4196 or 2402, Manila. WTD in preparation.

### 322 Glass, glassware

**PHILIPPINES**—Kitchenware, glass. Miss Christine T. Pe, Asst. General Manager, Continental Indent House (indentor), 562 Wellington Bldg., Plaza Calderon, P.O. Box 4196 or 2402, Manila. WTD in preparation.

Table glassware. Damaso L. Martinez, Man-

ager, Damart Trading (indentor), 714 May Bldg., 834 Rizal Ave., P.O. Box 2339, Manila. WTD 2/15/66.

Giftware including vases, plaques, figurines. Damaso L. Martinez, Manager, Damart Trading (indentor), 714 May Bldg., 834 Rizal Ave., P.O. Box 2339, Manila. WTD 2/15/66.

### 326 Pottery, related products

**PHILIPPINES**—Kitchenware, porcelain. Miss Christine T. Pe, Asst. General Manager, Continental Indent House (indentor), 562 Wellington Bldg., Plaza Calderon, P.O. Box 4196 or 2402, Manila. WTD in preparation.

### 327 Concrete, gypsum, plaster products

**FRANCE**—Building materials, concrete, art marble, basement window areaways, cast stone, roofing tile, Spanish floor tile, squares for ceilings, walls, etc. Chimney caps, copings, lintels, sills, door and window frames, floor filler tiles, floor and roofing slabs. S.E.R.G.I.—Societe d'Etudes et de Realisations Generales Industrielles (manufacturer, dealer), 32, Blvd. Rochechouart, 75- Paris 18e. WTD 9/15/66.

### 329 Abrasives, asbestos, nonmetallic mineral products

**NETHERLANDS**—Acoustical ceiling materials, asbestos cement products. Agency for Benelux countries. Th.J.L. van den Berg Beveka Combinatie N.V. (importer, wholesaler, exporter, agent), 30 Stadhuisplein, Rotterdam. WTD 9/26/66.

### 332 Iron, steel foundries

**PHILIPPINES**—Kitchenware, stainless steel. Miss Christine T. Pe, Asst. General Manager, Continental Indent House (indentor), 562 Wellington Bldg., Plaza Calderon, P.O. Box 4196 or 2402, Manila. WTD in preparation.

### 336 Nonferrous foundries

**PHILIPPINES**—Kitchenware, aluminum. Miss Christine T. Pe, Asst. General Manager, Continental Indent House (indentor), 562 Wellington Bldg., Plaza Calderon, P.O. Box 4196 or 2402 Manila. WTD in preparation.

Kitchen utensils and aluminumware. Damaso L. Martinez, Manager, Damart Trading (indentor), 714 May Bldg., 834 Rizal Ave., P.O. Box 2339, Manila. WTD 2/15/66.

### 342 Cutlery, hand tools, general hardware

**FRANCE**—Household and general hardware, all kinds, furniture, building, and decoration, hardware specialties. Cofrimex, S.A. (sales agent, dealer), 106 Rue Belleville, 3-Bordeaux, Gironde. WTD 9/30/66.

Electricians' tools such as wire slitters, strippers and cutters, voltage regulators, pliers for all electrical purposes. Request replies in French. Etablissements Epac (manufacturer, importer, wholesaler), 45, rue d'Hauteville, Paris, 10e. WTD 3/17/66.

Builders' hardware, including locks and lock sets. S.E.R.G.I.—Societe d'Etudes et de Realisations Generales Industrielles (manufacturer, dealer), 32, Blvd. Rochechouart, 75- Paris, (18e). WTD 9/15/66.

**PHILIPPINES**—Builders and cabinet hardware, all kinds of hand tools including handsaws and power tools. Miss Christine T. Pe, Asst. General Manager, Continental Indent House (indentor), 562 Wellington Bldg., Plaza Calderon, P.O. Box 4196 or 2402, Manila. WTD in preparation.

### 343 Heating apparatus, plumbing fixtures

**PHILIPPINES**—Package-type fire tube and water tube boilers. Jesus T. Villanueva, Vice-President and Sales Manager, Beavers, Inc. (importer, wholesaler, retailer, indentor), 105 Apo Street, Sta. Mesa Heights, Quezon City, P.O. Box 1046, Manila. WTD 11/26/65.

### 344 Fabricated structural metal products

**NETHERLANDS**—Aluminum wall and roof cladding. Agency for Benelux countries. Th. J. L. van den Berg Beveka Combinatie N.V. (importer, wholesaler, exporter, agent), 30 Stadhuisplein, Rotterdam. WTD 9/26/66.

### 346 Metal stampings

**PHILIPPINES**—Kitchen utensils, stainless steel. Damaso L. Martinez, Manager, Demart Trading (indentor), 714 May Bldg., 834 Rizal Ave., P.O. Box 2339, Manila. WTD 2/15/66.

### 353 Construction, mining, materials handling machinery

**AUSTRALIA**—Fork lift trucks, gasoline engine powered, 40-50,000 lb. lift, 48" load center, pneumatic tired, suitable for use with containerized cargoes. F. J. Hodgson Pty. Ltd. (importer, agent), 35-41 Reynolds St., Balmain, N.S.W. WTD 9/22/66.

Pallet loaders, fully automatic. Brambles Industries Ltd., Materials Handling Division (manufacturer), 188 Goulburn St., Sydney, N.S.W. WTD 9/26/66.

**PHILIPPINES**—Materials handling conveyors. Frederick A. Ancien, General Manager, Ancien Equipment Corporation (importer, retailer, indentor, manufacturer), 181 Kakarong, Makati, Rizal. WTD 7/20/65.

### 354 Metalworking machinery

**PHILIPPINES**—Metalworking machinery including gear-working machines. Modesto N. Cervantes, Vice-President, Bormaheco, Inc. (importer, wholesaler, retailer, indentor, exporter, manufacturer), 245 Buendia Ave., Makati, Rizal, P.O. Box 1777, Manila. WTD 2/13/65.

Welding and cutting outfits, heavy duty, complete with accessories; bar cutters. Miss Christine T. Pe, Asst. General Manager, Continental Indent House (indentor), 562 Wellington Bldg., Plaza Calderon, P.O. Box 4196 or 2402, Manila. WTD in preparation.

### 355 Special industry machinery

**AUSTRALIA**—Mechanical equipment required for handling and distributing natural gas, excluding domestic application, including valves, strainers and cleaners. Plants for use of natural gas in chemical sphere. Head Wrightson (Aust.) Pty. Ltd. (importer, wholesaler, manufacturer, retailer, agent), 24 Herbert St., St. Leonards, N.S.W. WTD 9/14/66. Attn: Mr. R.A. Sharples.

Food processing machinery. Head Wrightson (Aust.) Pty. Ltd. (importer, wholesaler, manufacturer, retailer, agent), 24 Herbert St., St. Leonards, N.S.W. WTD 9/14/66. Attn: Mr. R.A. Sharples.

Dairy equipment including milk evaporators and dehydration equipment. Head Wrightson (Aust.) Pty. Ltd. (importer, wholesaler, manufacturer, retailer, agent), 24 Herbert St., St. Leonards, N.S.W. WTD 9/14/66. Attn: Mr. R.A. Sharples.

**PHILIPPINES**—Plastic machinery and supplies. Robert Dan, President and General Manager, Robert Dan & Company, Inc. (importer, wholesaler, indentor), 1642 San Marcelino, Manila. WTD 10/13/65.

Paper and pulp mill machinery, paper converting, packaging and finishing machinery, paper mill supplies, i.e. V-belts, valves, and pumps. Robert Dan, President and General Manager, Robert Dan & Company, Inc. (importer, wholesaler, indentor), 1642 San Marcelino, Manila. WTD 10/13/65.

Foodstuffs and food processing machinery, equipment, and supplies for fishing industry. Robert Dan, President and General Manager, Robert Dan & Company, Inc. (importer, wholesaler, indentor), 1642 San Marcelino, Manila. WTD 10/13/65.

### 356 General industry machinery

**PHILIPPINES**—Air compressors. Miss Christine T. Pe, Asst. General Manager, Continental Indent House, 562 Wellington Bldg., Plaza Calderon, P.O. Box 4196 or 2402, Manila.

### 357 Office, computing, accounting machines

**PHILIPPINES**—Data processing system supplies including continuous tabulating stock forms, tabulating cards, and computer magnetic tapes. Wenceslao Tan, Sales Manager, Commercial Forms and Papers Marketing (indentor), 2470 Park Ave., Pasay City. WTD 7/21/66.

### 358 Service industry machines

**PHILIPPINES**—Centrifugal refrigeration compressors, water chillers. F.L. Nacino, Manager—Technical Service Group, Equipment Marketing Corporation (importer, wholesaler, retailer, indentor, manufacturer, producer, assembler, processor), 1202 Epifanio de los Santos Ave., Quezon City, P.O. Box 3035, Manila. WTD 10/12/65.

Commercial laundry and dry cleaning equipment including ironers, dry cleaning presses, washers, Paris masters finishers, steam-spotting gungs, drying, marking, starching, washing machines. B. E. Tancioco, Manager—Industrial & Petro-Mechanical Sales, Dodge & Seymour (Manila) Inc. (importer, wholesaler, retailer, indentor), 2256 Pasong Tamo, Makati, Rizal; P.O. Box 1345, Manila. WTD 2/25/66.

### 361 Electric transmission, distribution equipment

**FRANCE**—Electronic stroboscopes. Requests replies in French. Apelimex (manufacturer, dealer), 46, rue Marjolin, 92 Lavallois-Perret. WTD 3/16/66.

**PHILIPPINES**—Transformers. C. Reyes Bayot, President and General Manager, Allied Manufacturing and Trading Company, Inc. (importer, wholesaler, retailer, indentor), 2020 Shaw Blvd., Pasig, Rizal, P.O. Box 3461, Manila. WTD 1/17/66.

**VENEZUELA**—Electric measuring instruments and test equipment. Requests replies in Spanish. Pablo M. Tancredi—Radio Fermi (importer, wholesaler, retailer), Esquina Plaza, Edificio Plaza, Local "C", San Agustin del Norte, Caracas. WTD 9/20/66.

### 362 Electrical industrial apparatus

**PHILIPPINES**—Electric motors and generators, carbon and graphite products, ignition apparatus for internal combustion machines. C. Reyes Bayot, President and General Manager, Allied Manufacturing and Trading Com-

pany, Inc. (importer, wholesaler, retailer, indentor), 2020 Shaw Blvd., Pasig, Rizal; P.O. Box 3461, Manila. WTD 1/17/66.

### 363 Household appliances

**FRANCE**—Electric housewares for heating, cooking, electric fans, refrigerators, washing machines, vacuum cleaners. S.E.R.G.I.—Société d'Etudes et de Réalisations Générales Industrielles (manufacturer, dealer), 32 Blvd. Rochechouart, 75- Paris (18e). WTD 9/15/66.

### 364 Electric lighting, wiring equipment

**FRANCE**—Incandescent lighting fixtures, fluorescent lighting equipment, fluorescent and incandescent portable lamps, infra-red and ultra violet lamp fixtures. S.E.R.G.I.—Société d'Etudes et de Réalisations Générales Industrielles (manufacturer, dealer), 32, Blvd. Rochechouart, 75- Paris (18e). WTD 9/15/66.

**PHILIPPINES**—Electrical parts and wiring devices such as switches, fuses, and current taps. Miss Christine T. Pe, Asst. General Manager, Continental Indent House (indentor), 562 Wellington Bldg., Plaza Calderon, P.O. Box 4196 or 2402, Manila. WTD in preparation.

### 366 Communication equipment

**TAIWAN**—VHF-UHF radio communication equipment, light-route radio telephone system, broadcasting equipment, microwave communication system. Polytron Corp. (agent), 8 Kwei Teh St., Taipei. WTD 1/6/66.

### 371 Motor vehicles, motor vehicle equipment

**PHILIPPINES**—Hydraulic jacks. Miss Christine T. Pe, Asst. General Manager, Continental Indent House (indentor), 562 Wellington Bldg., Plaza Calderon, P.O. Box 4196 or 2402, Manila. WTD in preparation.

### 372 Aircraft, parts

**FRANCE**—Aircraft parts, such as brakes, direction detectors, heat exchangers, heaters, synchronomous electric indicating instruments, hydraulic and pneumatic control valves, aircraft engines, aircraft propellers. S.E.R.G.I.—Société d'Etudes et de Réalisations Générales Industrielles (manufacturer, dealer), 32, Blvd. Rochechouart, 75- Paris 18e. WTD 9/15/66.

### 381 Engineering, laboratory, scientific, research instruments

**FRANCE**—Electric aeronautical instruments: gyroscopes, gyropilots, flight and bank indicators, drift meters, altimeters, compasses. Compagnie Européenne d'Equipements de Précision—C.E.D.E.P. (importer, dealer), 73, Avenue de Neuilly, 92 Neuilly-sur-Seine. WTD 3/17/66.

### 382 Instruments for measuring, controlling, indicating physical characteristics

**FRANCE**—Aircraft instruments (except flight): fuel gauges, capacitor type, electric temperature indicating instruments, electric tachometers. Compagnie Européenne d'Equipements de Précision—C.E.D.E.P. (importer, dealer), 73, Avenue de Neuilly, 92- Neuilly-sur-Seine. WTD 3/17/66.

**PHILIPPINES**—Industrial process instruments and accessories pertaining to automation. R. P. Baldonado, Manager, R. P. Baldonado Sales & Service Engineering Center (indentor), 1203 Epifanio de los Santos Ave., Quezon City, P.O. Box 3876, Manila. WTD 8/25/66.

Testing, controlling instruments especially for the paper and pulp industries. Robert Dan, President and General Manager, Robert Dan & Company, Inc. (importer, wholesaler, indentor), 1642 San Marcelino, Manila. WTD 10/13/65.

**TAIWAN**—Electronic testing and measuring instruments. Polytron Corp. (agent), 8 Kwei Teh Street, Taipei. WTD 1/6/66.

### 384 Surgical, medical, dental instruments

**PHILIPPINES**—Laboratory equipment for all industries. Jesus T. Villanueva, Vice President and Sales Manager, Beavers, Inc. (importer, wholesaler, retailer, indentor), 105 Apo St., Sta. Mesa Heights, Quezon City, P.O. Box 1046, Manila. WTD 11/26/65.

### 386 Photographic equipment

**PHILIPPINES** — Reproduction equipment, supplies, other industrial photography items. Francisco R. Floro, President, Floro Blue Printing Company, Inc. (importer, wholesaler, retailer, processor), 500 Echague, P.O. Box 2133, Manila. WTD 1/21/66.

Photographic chemicals. Francisco R. Floro, Vice President, Engineering Reproductions, Inc. (importer, wholesaler, retailer, producer), 500 Echague, P.O. Box 2133, Manila. WTD 3/29/65.

### 387 Watches, clocks, parts

**PHILIPPINES**—Fancy clocks including table and wall types. Damaso L. Martinez, Manager, Damart Trading (indentor), 714 May Bldg., 834 Rizal Ave., Box 2339, Manila. WTD 2/15/66.

### 393 Musical instruments, parts

**FRANCE**—Musical instruments, such as electronic organs, amplifying and electric guitars, band instruments, amplifiers, and all musical novelties. Hohner—France, S.A. (importer, dealer, agent), 19/21 rue Van Loo, 75 Paris (16e). WTD 3/11/66.

### 394 Toys, amusement, sporting goods

**PHILIPPINES**—Toys, all kinds. Frederick Ick, Proprietor, Cabunian Wood Arts/Philippines (exporter, wholesaler, retailer), 1622 A. Mabini, Manila. WTD 4/14/66.

### 395 Pens, pencils, office, artists' materials

**PHILIPPINES**—Engineering supplies and materials. Francisco R. Floro, Vice President, Engineering Reproductions, Inc., 500 Echague, Box 2133, Manila. WTD 3/29/65.

### 399 Manufacturing industries

**PHILIPPINES**—Tobacco smoking pipes. H.P. Kung, Manager, General Merchandise Dept., Atkins, Kroll & Co., Inc. (importer, wholesaler, retailer, indentor, exporter), 313 Malugay St., Makati, Rizal; Box 1588, Manila. WTD 10/25/65.

Novelties, all kinds. Frederick Ick, Proprietor, Cabunian Wood Arts/Philippines (exporter, wholesaler, retailer). 1622 A. Mabini, Manila. WTD 4/14/66.

### 505 Farm products-raw materials

**PHILIPPINES**—Raw cotton. Jesus T. Villanueva, Vice President & Sales Manager, Beavers, Inc. (importer, wholesaler, retailer, indentor), 105 Apo St., Sta. Mesa Heights, Quezon City; Box 1046, Manila. WTD 11/26/65.

**TAIWAN**—Raw cotton. Malin Enterprises Ltd. (agent, exporter), 80 Po Ai Rd., Taipei. WTD 10/3/66.

## Leads for Importers

*Commodities are offered direct unless specified*

### 203 Canning, preserving foods

**AUSTRIA**—Anchovy paste; pickled fish, various kinds, packed in glass jars. Wholesale exportation, direct or through agents. Ozean Konservenfabrik Dr. E. Pajor (manufacturer, exporter, wholesaler, importer), Grimmgasse 14, A-1153 Vienna. WTD 9/26/66.

### 209 Food preparations

**MALAYSIA**—Coconut oil, palm oil, copra, sago flour, tapioca flour. Malayan Produce Co. (importer, exporter, wholesaler, indent agent), 127 Pitt Street, Penang. WTD 3/6/66.

### 232 Men's, youths', boys' furnishings

**HONDURAS**—Men's, youths', boys' shirts, including sport shirts, nightwear, work clothing, trousers and slacks cut and sewed from woven textiles. Fuad E. Canahuati (manufacturer), 1 Ave. entre 1 y 2 calles N.E. No. 6, San Pedro Sula. WTD in preparation.

### 242 Sawmills, planing mills

**MALAYSIA**—Malayan timber in sawn form. Allex Trading Corp. Ltd. (exporter), 4½ Mile Jalan Ipoh, (Behind Min Keong Sawmill), Kuala Lumpur. WTD 9/23/66.

### 283 Drugs

**IRAQ**—1,000 tons of licorice root packed in bales or bags. Ezzet Khoory & Bros. (exporter), 132A/9 Mustansir St., Baghdad. WTD 10/1/66

### 328 Cut stone products

**MALAYSIA**—Marble floorings, tiles. Sun Enterprises (M) Ltd. (manufacturer), (2¼ M. S.) Kuala Kangsar Rd., Ipoh, Perak. WTD 3/28/66.

### 335 Rolling, drawing, extruding of nonferrous metals

**GERMANY**—Music wire according to American standards. Price quotations f.o.b. Hamburg or Bremen or c.i.f. New York. Bollenhagen, Gesellschaft fuer Ein- und Ausfuhrhandel mbH. (importer, exporter, sales agent), 3 Elisabethstrasse, 4 Duesseldorf. WTD 9/27/66.

### 336 Nonferrous foundries

**PHILIPPINES**—Nonferrous castings of aluminum, brass or bronze of Philippine figurines. Francis R. Maher, Chairman—Executive Committee, American Wrought Iron & Metal Craft (manufacturer, exporter, wholesaler, retailer),

36 Sampaloc Ave., Quezon City; Box 435, Manila. WTD in preparation.

### 349 Fabricated metal products

**SWEDEN**—Motorized valves for heating and ventilation; manual valves of special design for heating. Tour Agenturer AB (importer, exporter, wholesaler, manufacturer, sales agent), Svardlangsvagen 46, Johanneshov. WTD 6/27/66.

### 353 Construction, mining, materials handling machinery

**FRANCE**—100% hydraulic cranes (truck, tractor, or trailer mounted; folding type), heavy duty modern equipment, for public works, construction, and related operations; boom-span from 15 to 25 ft.; capacity 3,200 to 3,400 kilograms; patented machines sold under the trade name of "Monda". S.O.M.A.C.O. (Anc. Ets. Causse (dealers, manufacturers), Boîte Postale No. 2024, Nationale 20 (Zone Industrielle), 31- Fenouillet/Toulouse, Haute-Garonne. WTD 1/24/66.

### 355 Special industry machinery

**SWEDEN**—Fully automatic packaging machines such as casepackers and caseseralers. Christenssons Maskiner & Patenter AB (importer, exporter, manufacturer), Ekbacksvagen 32-34, Bromma. WTD 9/22/66.

### 359 Machinery

**AUSTRIA**—Testers for ball point pen fillings, inking and joining machines, point making machines, as well as points and refills for ball point pens. Minitek (importer, manufacturer), Feinmechanische Produkte, Draschestrasse 88, A-1232 Vienna. WTD 9/21/66.

### 364 Electric lighting, wiring equipment

**SWEDEN**—V. O. Stromberg AB seeks agent within electrical field for shipbuilding industry that might be interested in representing them in the United States for its line of electrical appliances such as bulbs, luminous tubes, mercury lamps, iodine lamps and operating lamps. V. O. Stromberg AB (importer, wholesaler, sales agent), Fack 49, Bromma 1. WTD 8/26/66.

### 366 Communication equipment

**SWEDEN**—Capacitors for radio-, television and telephone industries. AB Farad (importer, exporter, wholesaler, sales agent), Nybrohovsgrand 1, Hagersten. WTD 9/26/66.

### 371 Motor vehicles, motor vehicle equipment

**SWEDEN**—Newly developed snowmobiles. AB Kaliverken (exporter, wholsaler, manufacturer), Lycksele. WTD 9/12/66.

### 382 Instruments for measuring, controlling, indicating physical characteristics

**SWEDEN**—Electronic controllers for heating and ventilation. Tour Agenturer AB (importer, exporter, wholesaler, manufacturer, sales agent), Svardlangsvagen 46, Johanneshov. WTD 6/27/66.

### 394 Toys, amusement, sporting goods

**FRANCE**—Dolls of different categories, types, and sizes, chiefly French creations, folkloric figures and historical subjects. Wholesale exportation, direct or through agents. Requests replies in French. Créations et Diffusions L. B., 9 Allées des Soupirs; 31-Toulouse, Haute-Garonne. WTD 2/2/66.

## Visiting Buyers and Officials

*Scheduled arrival dates and U.S. addresses indicated*

**AFGHANISTAN**—Ghulam Faruq Achikzad, Director General of Research and Statistics, Da Afghanistan Bank (Central Bank of Afghanistan), Kabul, **interested in promoting Afghan-U.S. trade relations by meeting U.S. businessmen who wish to import and export to and from Afghanistan.** Mr. Achizad has been appointed Vice President of The Trading Co. of Afghanistan, Inc., 122-126 W. 30th St., New York, N.Y., telephone PE 6-8150.

**CEYLON**—Chula de Zoysa, Associated Electrical Corporation Ltd., 185 Union Place, Colombo 2, **interested in contacting U.S. manufacturers of refrigerators, deep freezers, ice cream conservators, and requesting technical information.** Mid October via New York for one month. C/o M. F. de S. Jayaratne, Ceylon's Permanent Representative at the United Nations, 630 3rd Ave., New York, N.Y. Itinerary: Detroit, Chicago, San Francisco. WTD in preparation.

V. E. H. DeMell. Quickshaws Ltd., 3 Kalinga Place off Jawatte Rd., Colombo 5, **interested in meeting U.S. travel agents.** Oct. 2 via Seattle for one month. C/o Ceylon Embassy, 2148 Wyoming Ave. NW., Washington, D.C. Itinerary: San Francisco, Los Angeles, Chicago, Washington, D.C., New York, Boston. WTD in preparation.

**ENGLAND**—James Voller, Production Engineer, Bell Punch Co. Ltd., The Island, Uxbridge, Middlesex, **interested in investigating latest production techniques in general use in fields of calculating machines, mechanical and electronic and other precision business and control mechanisms including metal working, metal castings and forgings, plastic moulding, printed circuitory and assembly, numerical, control of machine tools, fine accurate tool and mould making.** End of October via New York for three to four weeks. C/o The Lamson Corp., Rm. 2203, 22nd floor, 10 E. 40th St., New York, N.Y. 10016. Itinerary: New York, Boston, Wilmington, North Kingstown, R.I., others to be arranged. WTD 8/18/66.

**NETHERLANDS**—The Managing Directors of four Dutch wholesaling firms arrived in the United States Oct. 16 to study wholesale practices here and locate products for import to the Netherlands. P. Schipper of N. V. Handelmaatschappif v/h Firma Ph. Buttinger, (WTD 11/24/64), 7 Oosthamrikkade, Groningen, is **interested in electrical installation materials including electric wire, cables, tubes, plugs; electrical household appliances, cooking equipment, radios, television sets, tape recorders, refrigerators; sanitary equipment, plumbing supplies, tubes, fixtures, bathroom units; gas appliances such as heaters, furnaces, other household equipment.** Ir. J. W. Schuurman of W. Schuurman, Electrotechnische Groothandel N.V. (WTD under revision), Hofplein 1-2-3, Alkmaar, Mr. L. J. Smelt, G. H. Smelt N.V. (WTD under revision), 322 Blvd. 1945, Enschede, and Drs. J. Kasdorp, Electro-en Radio-Technisch Handelsbureau Ant. Kasdorp N.V. (WTD in preparation), Steegstraat 22-24-26, Roermond, are **interested in electrical installation materials and electrical household appliances as mentioned above.** The group will visit New York, Chicago, and Minneapolis and interested firms can contact them at The Dyckman Hotel, 27 S. 6th St., Minneapolis, Minn.

J. A. van Reeuwijk and W. J. Buitendijk, representing N.V. Maatschappij voor Woninginrichting P. van Reeuwijk, 26 Binnenweg, Rotterdam, **interested in visiting furniture stores and merchandising centers to observe U.S. merchandise techniques and contact potential suppliers.** Oct 27 via San Francisco for approx. 6 days. C/o U.S. Department of Commerce San Francisco Field Office. Itinerary: San Francisco, New York. WTD 6/6/66.

**NIGERIA**—S. Osagiede-Osagie, Conditioned Air Corp. (Nig.) Ltd., 13 Broad St. or P.O. Box 3190, Lagos, **interested in obtaining agency representations for food products, air conditioners, machinery to produce potato crisps.** Oct. 27 via New York for one month. C/o Antar Industries, 350 5th Ave., New York, N.Y. Itinerary: New York, Rapid City, S.D., Washington, D.C. WTD 11/18/65.

**PAKISTAN**—B. M. Shamsuddin, S. M. Jaffer & Co., P.O. Box 4488 Pak Chambers, 7 West Wharf Rd., Karachi, **interested in representing U.S. manufacturers of boilers, turbines, construction and earthmoving machinery, and requesting technical information.** Oct 31 via New York for 30 days. C/o Studebaker Corp., 2515 University Ave., Minneapolis, Minn. 55414. Itinerary: New York, Washington, Minneapolis, Dayton, Ohio. WTD in preparation.

**SOUTH AFRICA**—Ian E. Bernhardt, Imex (Pty.) Ltd., Avril Malan House, Commissioner St., Johannesburg, **interested in negotiating licensing agreement for manufacture in the U.S. of unique patented point of sale device.** Nov. 1 via New York for three weeks. C/o Fisher-Imex (U.S.A.) Inc., 118 E. 60th St., New York, N.Y. 10022. Itinerary: New York, Chicago. WTD 9/28/66.

## Kraft pulp mill and wood chip tankers sought by Korea

The Korea Paper Manufacturing Association is planning to construct a kraft pulp mill and to purchase two ocean-going wood chip tankers. Estimated cost for both plant and tankers is approximately $15 million.

The plant should have the estimated capacity to produce 90,000 metric tons of pulp per year which will require about 400,000 cubic meters of waste chip per year. The Association would like to receive the names of firms able to supply waste needle leaf or mixed wood chip on a long-term contract basis.

The Association is interested in corresponding with any U.S. firm interested in discussing either a joint investment in the above project or in supplying the necessary plant equipment and tankers on deferred payment terms.

**Write:** Korea Paper Manufacturers Association, c/o Mr. Yung-Kyun Kim, Managing Director, 194, 1-ka, Ulchi-ro, Chung-ku, Seoul, Korea.

# Future Construction

***For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service Officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.***

**AUSTRIA**—After four years of study, the Vienna Municipal Planning Commission presented its long-range recommendations for a **Vienna subway system** designed to alleviate the city's traffic congestion problem. The plan calls for an initial subway system consisting of four lines, three traversing Vienna's downtown area (U1 to U3) and a fourth one encircling it (U4). The total length of the initial system will be 38 kilometers with 61 stations located at about every 575 meters. The focus of the system will be a central station to be built in the center of the city under St. Stephen's Square. The final system will have 140 km. Total cost of the initial system is estimated at about $250 million. Construction is to begin next year and completed in 12 years, but completion of routes U1 and U2 is expected by 1974 and 1973, respectively. The first route to be put into operation will be the U4 circle line in 1969-1970 which will make use of existing facilities of the so-called *Stadtbahn*.

**COLOMBIA**—The planning department approved a **plan for interconnection of the country's major electric power systems** which are located in Bogota, Medellin, Cali and Caldas. The approval formalized a proposal that has been under study for five or more years and has been strongly endorsed by the World Bank.

The interconnection will include the presently installed capacity of 910,000 kw which in 1965 accounted for 66% of the public power generation of Colombia. The execution of the plan for power interconnection will depend upon foreign financial assistance. The project will have high priority on the list that will be presented by Colombia at the next meeting of the Consultative Group in Paris.

**GERMANY**—Titan-Gesellschaft M.B.H., of Leverkusen (near Cologne), a subsidiary of the National Lead Co. of New York, N.Y., will construct a **new plant for the production of 100 metric tons per year of titanium dioxyde** at Blexen. The plant will be an addition to the company's present manufacturing facilities at Leverkusen. This new site was chosen because its location allows direct receipt of the raw material and titanium ore which will be imported from Norway. The erection of the plant, that will employ about 300 persons, calls for an investment of approx. $30 million.

**JAPAN**—The Government recently decided to construct **a second Tokyo international airport** at Sanrizuka, Narita City, Chiba Prefecture, about 35 miles east of Tokyo. The Government plans to build either one 4,000 meter runway or a 2,500 meter runway that will begin operations in 1971. The Government-financed New Tokyo International Airport Corp. will be responsible for construction, which includes land requisition, and administration of the new airport.

**JORDAN**—A list of qualified contractors is being prepared to whom invitations shall be sent about November to bid on the construction of **improvements and expansion of existing facilities at the Jerusalem-Jordan Airport.** The plan is to reconstruct, strengthen, pave and extend the existing 147-ft. wide runway from 6,070 ft. to 7,940 ft. Included are approximately 745,000 cubic meters of excavation, 125,000 square meters of bituminous surfaced heavy-duty flexible pavement including drainage, airport lighting, a VOR station, and a 4-lane highway tunnel beneath the runway.

Interested U.S. contractors or a combination of U.S. and Jordanian contractors who wish to qualify for inclusion on the list of bidders may apply for contractor's prequalification forms to: Jordan Development Board, The Hashemite Kingdom of Jordan, Amman, Jordan, or to Thomas B. Bourne Associates, Inc., 2135 Wisconsin Ave., NW., Washington, D.C. 20007. Prequalification forms received after Nov. 7 will not be considered.

**LEBANON**—A new **road construction program,** total estimated cost L£250 million (approx. $83 million), has reportedly been approved by Lebanon's President Helou. Under contemplation in this latest program is the extension of major highways radiating out of Beirut. Construction of a **fourth basin for the Port of Beirut** is being proposed by the Ministry of Public Works, according to the National News Agency.

**MALAYSIA**—The Ministry of Agriculture & Cooperatives, Drainage & Irrigation Division, Swettenham Rd., Kuala Lumpur, has announced that tenders will be called for the **construction of the Internal Reticulation System of the Muda Irrigation Project** covering an area of 261,000 acres during the next three years.

The entire reticulation system will be divided into 10 compartments for the purpose of calling for tenders, and each compartment shall comprise the construction of approximately 70 miles of irrigation canals and drains involving about one million cubic yards of earth work. The work will also include the construction of offtake structures, control drop syphons and controls, road culverts, feeder pipes, footbridges, light traffic bridges, medium traffic bridges, main road bridges, tidal gates, barrages. Other contracts will be called for river improvements and tidal barrages.

Prospective tenderers should submit their names for early consideration to the Director, Drainage & Irrigation Dept., since the list of tenderers will be forwarded subsequently to the World Bank for approval. Tender documents will be issued only to tenderers approved by the World Bank.

(1 M$=approx. U.S.33¢)—The Central Government has announced that it will invest M$3.45 million in the M$50 million **Malayawata Steel Project** at Prai. The annual production capacity will be 62,000 tons of pig iron, 60,000 tons of steel ingots, and 55,000 tons of steel products.

**MEXICO**—The Secretary of Public Works announced that during 1966-1968 approximately $48 million will be spent on **airport improvements in** Mexico City, Acapulco, Guadalajara, Tijuana, Mazatlan, Merida, Monterrey, La Paz, Puerto Vallarta, Matamoros, Ciudad Obregon, Ciudad Juarez, Tampico, Hermosillo, Mexicali, Veracruz, Durango and Uruapan. Although not all projects will be undertaken at each airport, the **construction will be primarily of new runways, taxiways and aprons, new facilities for storing and dispensing fuel, installation of runway and approach lights and construction of new terminal facilities.**

The Secretary of Public Works also said that the Mexican Government would soon submit for the consideration of the IBRD a highway development program costing $129 million. The loan would be used to improve 1,707 kilometers of 10 major highways, the completion of 1,867 kilometers on 10 other major highways, and the construction of 1,227 kilometers on 9 major highways.

# Construction Awards

**GREECE**—The Government Political Committee (inner cabinet) recently authorized the purchase of 18 helicopters of the 24 for which bids were held in June, as follows: Ten helicopters of two-three seats from Augusta Bell, eight Alouette ("Astazou") helicopters from the French firm, Sud Aviation. The Government Political Committee decided against the purchase of the remaining six eight to ten-seat helicopters.

## NATO International Competitive Bidding invites U.S. firms

U.S. firms certified eligible to participate in NATO International Competitive Bidding are invited to submit the sealed bids by Nov. 15, for materials specified on Bill of Material A-93A, items 301 to 332, for Iceland's NATO, POL facility.

The Bill of Materials calls for a variety of structural and miscellaneous steel, pulleys, hoists, sling wire rope, hoses, etc. The project is under the supervision of Iceland Prime Contractor, 271 Church St., New York, N.Y. 10013.

A copy of the Invitation to Bid may be obtained from the Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230.

Information about NATO construction and procurement activities is contained in a brochure titled, "Doing Business with NATO", which is available gratis from the staff.

## Honduras plans low-cost homes

The National Housing Institute (Instituto de la Vivienda) plans to call for bids in November for the construction of about 2,650 low-cost homes in Tegucigalpa.

Approximately 1,800 of these homes are planned for the President Kennedy Project and 850 similar dwellings for the San Jose del Pedregal Project.

In order to be considered, firms must qualify before submitting bids. A pamphlet, written in Spanish, explaining the system used to select qualified bidders is available to interested firms located in the United States from U.S. Department of Commerce, BDSA-564, Washington, D.C. 20230, telephone: 202-WO 7-3601.

# New Books and Reports

***Praeger Special Studies on International Economics, Development, Politics and Public Affairs.* Frederick A. Praeger, New York. Various prices.**

The latest titles in this international monograph series, which might be of interest to U.S. businessmen, include:

**The U.S. Balance of Payments and Capital Funds.** By John D. Hogan. 160 pp., $15;

**Financing and Problems of Development Banking.** By J. T. Dock Houk. 189pp., $12.

**The Far East in World Trade: Develments and Growth Since 1945.** By Alfred K. Ho. 406pp. $15;

**Japan's Trade in Asia: Developments Since 1929—Prospects for 1970.** By Kyung Mo Huh. 303pp. $15;

**Foreign Trade and Economic Growth in Italy.** By Robert M. Stern. 280pp. $12.50;

**The European Common Market, 1958-65: Growth and Patterns of Trade and Production.** By Ingo Walter. 225pp. $12.50.

**The Service Industries in a Developing Economy: Israel, A Case Study.** By Gur Ofer. 159pp. $8.50;

**Financing Economic Development in Iraq: The Role of Oil in a Middle Eastern Economy.** By Abbas Alnasrawi. 198pp. $15;

**Rapid Development in Small Economies: The Example of El Salvador.** By David R. Raynolds. 139pp. $12.50; and

**Growth and Integration in Central America.** By Carlos M. Castillo. 190pp. $15.

**Write:** Frederick A. Praeger, Publishers, 111 Fourth Ave., New York, N.Y. 10003.

***Africa Marketing Guide.* Published by Pan American World Airways, New York, and Farrell Lines, Inc., New York, 1966. 42 pp. Free.**

Pointing out that the nations of Africa are among the world's fastest growing markets, this booklet presents capsule economic data on each of these countries. For most of them, information given includes currency, language, chief cities, trade data, trade policy, air and sea ports, distribution and warehousing facilities, and overseas buying agencies.

"African markets are hungry for U.S. capital goods—especially in the 27-odd independent nations that have sprung into being just since 1960," the booklet says, and most of them are willing to lower their trade barriers to buy needed equipment and machinery from markets abroad.

In his foreword to the booklet, Secretary of Commerce John T. Connor says that "changes are opening up much more of Africa to a larger world that includes the United States, with its advanced technical, engineering and construction services and its myriad industrial products. And U.S. export trade to Africa is growing apace."

**Write:** Pan American World Airways, Pan Am Building, New York City 10017; Farrell Lines, Inc., One Whitehall St., New York City 10004; or Pan Am or Farrell offices throughout the United States.

***World Trade Annual: 1964.* Statistical Office of the United Nations. Walker & Co., New York. Four vols. Various prices. $80 per set.**

Gives the quantity and dollar value of over 1,300 commodities traded by 23 countries which accounted for 80% of world trade in 1964. Any SITC commodity which reached a level of $50,000 in world trade is reported.

**Vol. I** (454pp., $20) covers SITC sections 0, 1, 2 and 4; **Vol. II** (312pp., $20) covers SITC sections 3 and 5; **Vol. III** (782pp., $40) covers SITC sections 6 and 8; and **Vol. IV** (372pp., $20) covers SITC sections 7 and 9.

**Write:** Walker and Company, 720 Fifth Ave., New York, N.Y. 10019.

***LAFTA—Key to Latin America's 200 million Consumers.* Published by Business International, New York, 1966. 67 pp. $50.**

This practical report shows how companies can maintain or improve their competitive position within the LAFTA framework and win tariff concessions and other benefits that can pave the way to more profitable, larger-scale operations in the area.

The report is a comprehensive and up-to-the-minute analysis of opportunities for trade and investment within the ten-nation free trade association.

**Write:** Business International, 757 Third Ave., N.Y., N.Y., 10017.

***Challenge of International Finance.* Edited by Guenter Reimann and Edwin F. Wigglesworth. McGraw-Hill Book Co., New York, 1966. 1020pp. Introductory offer, $67.50; after Dec. 31, $75.**

Prepared by a staff of 23 contributing bankers, advisors, researchers, and others, this volume is designed as a guide to international financing procedure for those who deal in markets abroad.

Subjects covered include planning and financing, penetrating and expanding markets, Government restrictions, money market arbitrage, security versus risk potential, and names and scope of operations of several major international institutions.

**Write:** McGraw-Hill Book Co., 330 West 42 St., New York, N.Y.

## Economic summaries

Twenty-one more economic summaries prepared by U.S. commercial officers abroad are now available from the Department of Commerce's Clearinghouse. These reports are $1 apiece, unless otherwise noted.

Reports of second quarter economic activity deal with: **Dominican Republic** (DIB 66-763, 13pp.); **Guatemala** (DIB 66-765, 14pp.); **Indonesia** (DIB 66-767, 19pp.); **Iran** (DIB 66-768, 24pp.); **Italy** (DIB 66-769, 19pp.); **Lebanon** (DIB 66-771, 38 pp., $2); **Libya** (DIB 66-772, 13 pp.); **Mexico** (DIB 66-774, 21pp.); **Morocco** (DIB 66-775 14pp.); **New Zealand** (DIB 66-776, 18pp.); **Norway** (DIB 66-777, 14 pp.); **Panama** (DIB 66-778, 7pp.); **Peru** (DIB 66-779); **El Salvador** (DIB 66-780); and the **UAR** (DIB 66-783, 14pp.).

Other reports cover June and July in **Brazil** (DIB 66-763, 17pp.); the first half of 1966 in **Hong Kong** (DIB 66-766, 13pp.); **Madagascar** (DIB 66-773, 14pp.), and **Tunisia** (DIB 66-782, 30pp., $2); the first quarter in **Korea** (DIB 66-770, 20 pp.); and a 1965 economic survey of **Surinam** (DIB 66-781).



☆ U. S. GOVERNMENT PRINTING OFFICE: 1966—251-856/15

# Calendar *for international traders*

**BALTIMORE—Oct. 27**—In-Office Foreign Seminar, Maryland National Bank. Sponsors: REEC; Commerce Department Field Office; Maryland National Bank.

**BOSTON—Oct. 27**—In-Office Export Documentation Workshop, 9:30 a.m., Commerce Department Field Office.

**BOSTON—Oct. 27**—Foreign Commerce Club dinner meeting, Parker House Roof.

**BOSTON—Nov. 1**—In-Office Trade Centers & Trade Fairs Workshop, 9:30 a.m., Commerce Department Field Office.

**CEDAR FALLS, Iowa—Nov. 2**—Foreign Trade Bureau meeting, 10 a.m., Chamber of Commerce office.

**CHICAGO—Oct. 25**—In-Office Meeting. Sponsor: Commerce Department Field Office; REEC.

**CHICAGO—Oct. 27**—International Trade Club Advertising & Sales Promotion Clinic, 3-5 p.m., Light Center. Moderator: Will C. Grant, Grant Advertising, Inc.

**CHICAGO—Oct. 28**—Executives Club luncheon, Pick-Congress Hotel. Speaker: **John T. Connor, Secretary of Commerce.**

**CHICAGO—Oct. 31-Nov. 1**—Air Cargo Workshop, Chicago-Sheraton. Sponsors: Civil Aeronautics Board; National Industrial Traffic League.

**CLEVELAND—Nov. 3**—World Trade Assn. luncheon meeting.

**DALLAS—Oct. 26**—In-Office Workshop. Commerce Department Field Office. Sponsor: REEC; Commerce Department.

**DES PLAINES, Ill.—Nov. 8**—In-Office Meeting. Sponsors: REEC; Chamber of Commerce.

**DETROIT—Oct. 24**—Meeting of REEC, 2 p.m., Veteran's Memorial Bldg. Speaker: Carl A. Gerstacker, National Export Expansion Council Chairman.

**DETROIT—Oct. 25**—Export Marketing Workshop, 9:15 a.m., Federal Bldg. Sponsors: Commerce Dept. Field Office, REEC.

**FRESNO, Calif.—Oct. 27**—International Trade Seminar, 9 a.m., Chamber of Commerce. Sponsors: REEC; Commerce Department Field Office; Chamber of Commerce.

**HONOLULU—Oct. 27**—Foreign Service Fraternity monthly meeting, 12 noon, Elliott's Chuckwagon. Speaker: Ted Balam, General Foods.

**KANSAS CITY—Oct. 26**—Export Executive Seminar, 7-9:30 p.m., University of Missouri. Sponsors: International Trade Club; REEC; University of Missouri at K.C.; Commerce Department Field Office.

**KANSAS CITY—Oct. 27**—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC; Commerce Department Field Office.

**KAUAI, Hawaii—Nov. 4**—County Business Export luncheon conference, 12 noon, Kauai Surf. Sponsors: Commerce Department Field Office; REEC.

**LOS ANGELES—Oct. 28**—Export Expansion Seminar, 9:30 a.m., Commerce Department Field Office. Sponsor: Commerce Department.

**LOS ANGELES—Nov. 3-4**—Air Cargo Workshop, International Inn. Sponsors: Civil Aeronautics Board; National Industrial Traffic League.

**MEMPHIS—Oct. 26**—Middle Tennessee Exporters' Roundtable, Hotel Claridge.

**MIAMI—Oct. 26**—In-Office Export Workshop, 10:30 a.m., Commerce Department Field Office. Sponsors: REEC; Department of Commerce.

**MILWAUKEE—Nov. 3**—World Trade Club monthly meeting, Holiday Inn-Central. Speaker: W. G. Carter, Agency for International Development.

**MINNEAPOLIS—Oct. 25**—Fifth Annual Export Trade Workshop, first of six weekly sessions, 7 p.m., Federal Bldg. Sponsors: REEC; World Trade Assn.; Commerce Department Field Office.

**NEW YORK—Nov. 3**—Profits in Exports Meeting, Sheraton Atlantic Hotel. Sponsors: Assn. of Knitted Fabrics Manufacturers, Inc.; Commerce Department Field Office.

**NEW YORK—Nov. 3**—Export Training Course. To run six consecutive Thursday evenings. Sponsors: Seamen's Church Institute; REEC; Commerce Department Field Office.

**PHILADELPHIA—Oct. 25**—Foreign Traders Assn. monthly meeting, 6 p.m., Sheraton Hotel.

**PHILADELPHIA—Oct. 26**—In-Office Conference, Commerce Department Field Office. Sponsor: Department of Commerce.

**PHILADELPHIA—Oct. 27**—Ocean Cargo Insurance Seminar, 7-9 p.m., Sheraton Hotel.

**QUINCY, Ill.—Oct. 26**—Export Workshop, Gardner-Denver Co. Sponsors: REEC; Chamber of Commerce; Commerce Department Field Office.

**RICHLAND, Mich.—Oct. 26**—World Trade Club dinner meeting, 6 p.m., Gull Harbor Inn.

**ST. LOUIS—Oct. 27**—World Trade Club monthly dinner meeting, 6 p.m., Holiday Inn Downtown.

**ST. LOUIS—Nov. 8**—Export Workshop, 2-4 p.m., Federal Bldg. Sponsors: REEC; Commerce Department Field Office.

**SALT LAKE CITY—Oct. 27**—In-Office Workshop for New Exporters, 2 p.m., Federal Office Bldg. Sponsors: REEC; Commerce Department Field Office.

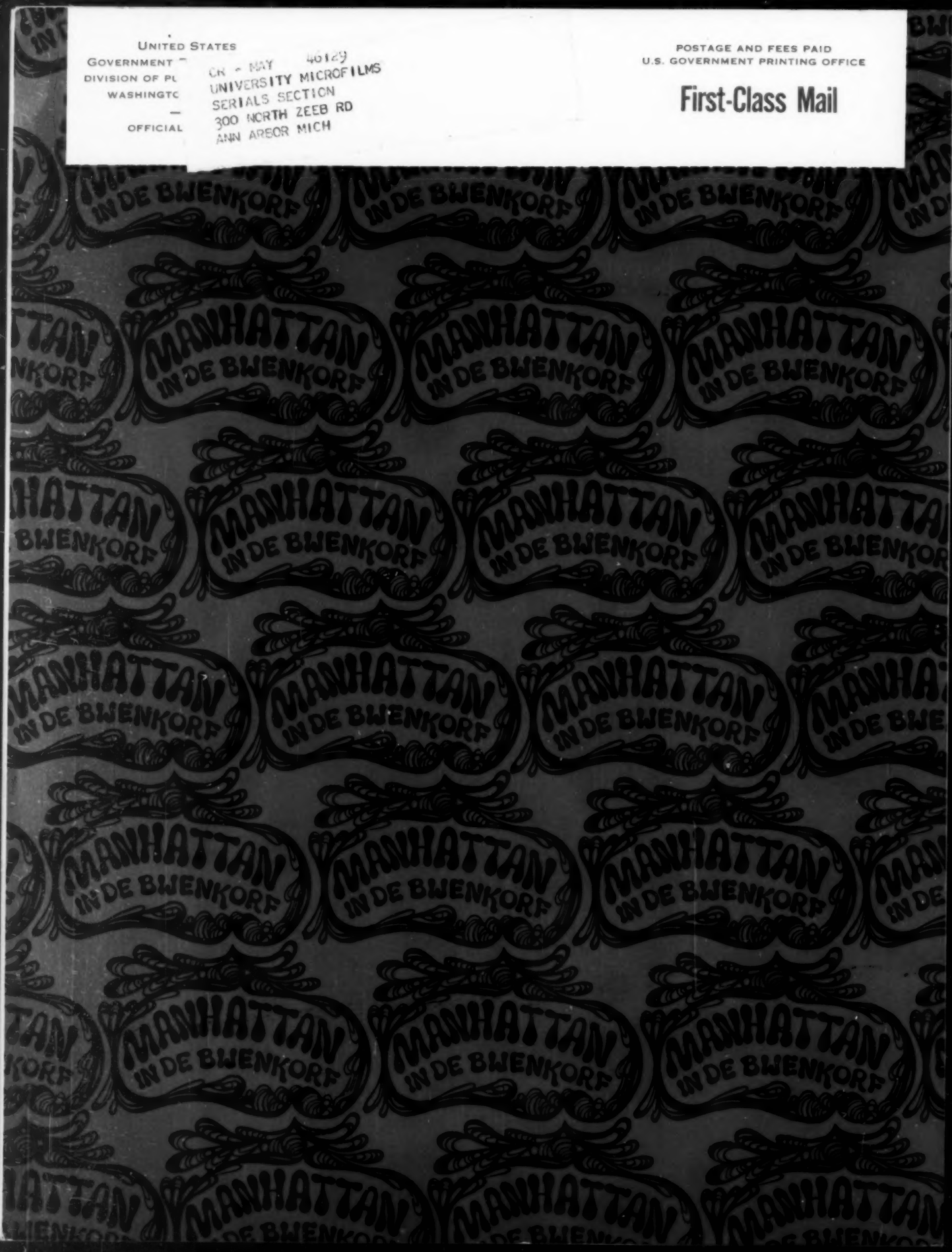
**SAN DIEGO—Nov. 3-4**—Southwest Transport Seminar, Kona Kai Club.

**WATERBURY, Conn.—Oct. 31**—Foreign Trade Workshop, first of five weekly sessions, 7-9 p.m., Chamber of Commerce. Sponsors: REEC; Chamber of Commerce; Commerce Department Field Office.

**WHITE PLAINS, N.Y.—Nov. 9**—Foreign Trade Council monthly luncheon meeting, 12 noon, Continental Restaurant. Sponsor: White Plains Chamber of Commerce.

UNITED STATES
GOVERNMENT
DIVISION OF PU
WASHINGTC
OFFICIAL

CK - MAY 46129
UNIVERSITY MICROFILMS
SERIALS SECTION
300 NORTH ZEEB RD
ANN ARBOR MICH

POSTAGE AND FEES PAID
U.S. GOVERNMENT PRINTING OFFICE

First-Class Mail